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AUGUST 31 1974

THE NEWSWEEKLY FOR PHARMACY

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chairman
interviewed**

**Cosmetic
chemists
in congress**

**Report looks
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 Ireland and of the Pharmaceutical Society of
 Northern Ireland



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Dr G. I. Hobday, chairman of The Boots
 Co Ltd, talks to C&D in an exclusive
 interview about himself and his
 organisation's relationships with the
 profession (see p 282)

NEW SEPTRIN PRESENTATION



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Comment

Cosmetics and laws

Cosmetic scientists from many countries have been meeting this week in London under a threatening cloud of restrictive legislation (p. 296). Safety and quality were the congress themes, but it was evident, even from the first paper at the opening session, that the subject matter was to be used as propaganda in a fight against what Professor J. B. Wilkinson, the chairman, described as "excessive or unnecessarily-constraining legislation".

The extent of the threat was perhaps brought home to the delegates by Dr N. F. Estrin, who extrapolated one piece of proposed USA law into terms of a 30-year testing programme on existing products alone, requiring 16 million mice, 38 million rats, 6 million rabbits and half-a-million dogs to complete (not to mention 6.5 billion dollars). The "consumerists" are, of course, all in favour, but Dr Estrin regarded the proposals as "impossible".

Too late?

Impossible or not, this is the direction in which consumer protection is moving. Scientists attending the congress were being urged to take greater responsibility for their products and claims, but the question that has to be asked is whether it is already too late.

As stated in these columns last week, consumer interests are becoming reluctant to take things on trust—or to permit industry's "self-regulation" to be the final arbiter. To take recent examples, the voluntary safety of drugs procedure was superseded by the compulsory Medicines Act—not because it did not work but because the Government had to be seen to be in control.

Currently the advertising industry is under scrutiny, and the increased budget, larger premises and promised greater influence of the voluntary controlling body do not, according to reports, look like diverting the Minister or Consumer Protection from her path.

Unfortunately the cosmetics industry does not have a high reputation with the consumerists who have influence. They have turned over some stones—deceptive packaging, for example—and have not always liked what they found underneath. It may be too late to persuade them that the more technical "stones", such as safety and effectiveness, hide nothing and may be left undisturbed.

Establish trust

The role of the cosmetic scientist is indeed to ensure that there is nothing hidden that will not stand up to scrutiny, for only then can trust be established and the industry allowed to develop in its own way. Dr Estrin's exhortation to the congress to adopt voluntary systems (akin to the UK's old medicines safety

system) makes good sense, for if they are seen to work they are likely to form the basis for any future statutory controls.

Restrictive legislation, which Professor Wilkinson said could frustrate initiative, is of no more value to the consumer than it is to the industry.

A meeting of minds

Nottingham is essentially a pharmaceutical city, at least that is the view of many practising pharmacists. They overlook the lace and hosiery that are known throughout the world, the light engineering that enabled the foundation of Raleigh Industries, and the tobacco and cigarette organisation of John Player & Sons.

If the city's association with such great names can be forgotten, so perhaps may be its colour printing, furniture making, brewing and leather tanning industries, and the growing of roses.

Nottingham is a centre of pharmaceutical education, of course, but it is as the birthplace and headquarters of the Boots organisation that it gains its main reputation among pharmacists, and those in general practice in particular. For those outside the organisation it may be viewed with apprehension, disdain—disgust even—according to the individual's own trading position and views on the practice of the profession. But for many who are "Boots men", Nottingham is a life-support system both for their trading and their professional activities.

The same aims

These two groups will come face to face at next week's British Pharmaceutical Conference—and we hope that the opportunity to exchange views will not be lost. The outsider who distrusts every Boots' move will find that the "company" man holds views just as strong as his own. And whereas they may not agree on method, both are likely to have enhancement of their joint profession's status as their goal.

On p 282 of this issue, Dr G. I. Hobday, Boots' chairman, looks forward to a continued expansion of the trust recently generated between the company and the Pharmaceutical Society. It would be appropriate if those who still lack understanding of their colleagues at personal level could come together in Nottingham.

C&D Price Service

The September C&D Price List has now gone to the printer, but dispatch will be delayed due to acceptance of 8 per cent VAT prices later than is possible under the normal production schedule.

Chemists relying on NHS for turnover increases

Chemists' average weekly turnover was up 11.2 per cent on 1973 in May-June—but NHS is again accounting for a significant part of the increase. The A. C. Nielsen research organisation (whose figures do not include Boots) says in their latest *Retailer Report* that counter sales were higher by only 7 per cent, though it is usual for increases to be smaller in those months.

However, regional variations were considerable, ranging from +16 per cent in the South-west (where cash sales were higher even than in London, suggesting an early exodus of holiday-makers in "stay-in-Britain year"), to -3 per cent in the East Midlands. The average total weekly turnover for all shops reached £9.856m.

Independents accounted for 87.2 per cent of NHS prescriptions in May (87.5 per cent in 1973) and dispensed an average per shop of 1,912, against 2,110 by each multiple/Co-operative shop. In April, the averages were 1,874 and 2,058 per shop respectively.

Average weekly NHS receipts (all chemists) ranged from £391 in the North to £495 in the West Midlands. NHS also accounted for a greater percentage of turnover in all types of shop than in May-June a year ago—for multiples/Co-ops it represented 41.4 per cent (against 39.7), for large independents 47.6 per cent (46 per cent), and for small independents 56.8 per cent (54.4 per cent).

	Co-operatives/ multiples	Large independents	Small independents
Cash sales compared with 1973 (%)	+8	+7	+6
Average weekly cash sales per shop (£)	535	568	180
Average weekly NHS receipts per shop (£)	454	540	306
Share of sterling volume, cash and NHS (%)	15	55.5	29.5
NHS as a percentage of total turnover	41.4	47.6	56.8

'Health needs and NHS'—TV series

"On the National Health" is the title of a series of ten 25-minute colour television programmes which set out to identify the community's health needs and to examine how effectively the National Health Service is responding to them.

To be broadcast on Mondays, 7.05 pm on BBC-2, October 7—December 9, the programmes are said to be of particular interest to all decision makers in the Health Service such as members of regional, area or district health authorities and members of medical committees or health care planning teams. The series "should also be of direct practical value to Community Health Councils, voluntary organisations in the health field and Local Authority councillors and officials," says the BBC.

Themes

Each programme will examine a particular theme or question. These are likely to include: the historical development of the NHS; choosing priorities for limited resources; the general practitioner's role; what can Community Health Councils hope to achieve; how can the patient deal with poor treatment or service; and should doctors be tested on their performance and knowledge?

The BBC suggests that the learning opportunities of the programmes are much greater if groups are organised to exploit the material. A pamphlet providing advice on setting up and running study groups called "Using Broadcasts: A Guide for Tutors of Adult Groups" (£0.25, postage £0.05), is available from BBC Publications,

London W1A 1AR, and discussion notes on the series are available for study groups from BBC Further Education Office, London W1A 1AA.

Family planning without doctors 'could cut costs'

The recent study by the Royal College of General Practitioners confirms that the low oestrogen contraceptive pill is a good deal safer than many medicaments already on sale in chemist shops—or for that matter in the supermarkets, pubs or tobacconists, says a leading article in *World Medicine*.

The article says that one way of cutting NHS costs could be to relieve doctors of responsibility for services such as family planning, "that could be provided not only more cheaply but more efficiently by non-doctors." Few women prescribed an oral contraceptive from their general practitioner receive a full medical examination, says the article.

New meningitis vaccine on field trial

Hopeful signs of a breakthrough in the fight against cerebrospinal meningitis are reported by the World Health Organisation. In Egypt and the Sudan epidemic flare-ups of the disease, which occur regularly every spring, have been stopped short by mass immunisation of the population under risk with a new type of vaccine.

The vaccine is a polysaccharide prepared from group A *N. meningitidis* and is produced by the Institut Mérieux of

France with assistance from the Rockefeller University. It has been given large scale field trials in Egypt and the Sudan and WHO has assessed the results which indicate that the new vaccine can provide a high level of protection against cerebrospinal meningitis. No case has yet been recorded among the 70,000 people already vaccinated.

It appears that the vaccine provides immunity against meningococcal infections of group A meningococci, the group responsible for major epidemics in the "meningitis belt" of Africa. Over the past thirty years, the disease has accounted for an estimated toll of 1 million cases and 150,000 deaths in the area. The introduction of the new vaccine, say WHO, is probably the most important breakthrough in the control of the infection since the first use of sulphonamides for its treatment 35 years ago, and the earlier development of polysaccharide group C vaccine in the USA in 1968. New field trials of combined groups A and C vaccine are planned for Mongolia in the autumn.

'Preservatives' proposals

Proposals have been issued jointly by the Ministry of Agriculture and the Department of Health to amend the existing law controlling the use of preservatives in food. Based on recommendations made by the Food Additives and Contaminants Committee, now the principal changes proposed are to permit the limited use in food of one new preservative — hexamethylene tetramine — and to modify and extend the list of foods which are permitted to contain preservatives. Copies of the proposals may be obtained from Food standards division, Branch D, Ministry of Agriculture, Great Westminster House, Horseferry Road, London SW1P 2AE, and comments should be submitted by November 1.

Alcohol problem 'worse'

The World Health Organisation's Expert Committee on drug dependence, in its twentieth report just published, states the opinion that problems associated with the consumption of alcohol far exceed those of dependence-producing drugs. Because of the "pandemic" character of the trend toward ever-increasing alcoholic consumption, new initiatives are required at international, regional, national and local levels to help reduce the extent and seriousness of the attendant individual, public health and social problems, the report adds.

Finance management guide

"Aids to Financial Management" is the title of the latest booklet in a series published by the Department of Industry, intended to help owners or prospective owners of small businesses. Available free from Small Firms Division, Department of Industry, Abell House, John Islip Street, London SW1P 4LN, the booklet considers the common pitfalls in financial management to which small firms are especially prone and outlines simple techniques to help to avoid them. Credit, stock and budgeting control and various types of financial facilities are covered, and alternative sources of finance are reviewed.

WHO support for safety packaging

The call for strip-packaging of medicines has received further support—this time from a World Health Organisation working group.

Meeting in Lyons, France, in May, the group was concerned with national poisons control services. A summary report of the meeting notes that on the prevention of poisoning it was agreed above all "that the use of safe packages, and preferably of strip packaging, for dangerous solid-dose forms of medicaments should be extended as rapidly and extensively as possible, provided that confectionery manufacturers are positively deterred from using similar packages for sweets." Other points raised in that connection were "over-liberal prescribing by doctors," and labelling.

National studies

The group recommended that national health departments "should initiate and conduct properly designed studies and campaigns directed towards more effective prevention of poisoning," and constantly monitor the efforts for evaluation of success. Other recommendations include:

- Acute overdoses of medicines should be considered as adverse reactions and be reported accordingly to the relevant authorities;
- Greater efforts should be made nationally and internationally to collect and collate valid statistics on both the mortality and morbidity of acute poisoning—there was "a dearth" of such information;

Compulsory disclosure

- In countries where poison control centres find difficulty in ascertaining the composition of proprietary products, government authorities should ensure that the necessary information is disclosed, possibly by making such disclosures compulsory;
- The development of clinical pharmacology and clinical toxicology is of mutual benefit to both disciplines;
- There is a need for a feasibility study on methods of collecting, recording and analysing relevant data on products and substances that may cause poisoning, and then toxicological data banks may be established;
- Since there is a large element of mental or social disorder in the majority of incidents of acute poisoning, close co-operation between clinical toxicologists and psychiatrists is essential. The long-term effects of various types of treatment in psychiatry, psychology and socio-economic rehabilitation should be the subject of repeated critical studies.

Mr Bill Gorman, Max Factor's area manager for Scotland and Northern Ireland, congratulates Mrs Margaret Grierson, the prize winner in a recent competition based on sales of Pure Moisture fluid make-up organised jointly by Max Factor and R. Gordon Drummond Ltd. pharmacies.

Mrs Grierson, who is a cosmetic assistant at the Clarkston, Renfrewshire, branch of R. Gordon Drummond group, wins an all-expenses paid long week-end for two in Torremolinos



Labour Relations Act operative from September 16

Mr Michael Foot, Secretary of State for Employment, has published a Commencement Order which brings the Trade Union and Labour Relations Act fully into force on September 16.

The Order — Trade Union and Labour Relations Act Commencement Order (HM Stationery Office, 1385, 3p) — will complete the repeal of the Industrial Relations Act 1971 and will abolish two more institutions associated with it: the Commission of Industrial Relations and the office of the chief registrar of trade unions and employers' associations.

The National Industrial Relations Court was abolished when the 1974 Act received Royal Assent on July 31, together with those sections of the Industrial Relations Act relating to the operation of the Court. The main provisions coming into force on September 16 include: re-enact the unfair dismissal provisions of the 1971 Act, with some improvements applying to unfair dismissals taking effect on or after September 16; restore legal immunities for those involved in trade disputes to, broadly speaking, what they were before 1971 and define "trade union", "employers' association" and "trade dispute" for this and other purposes; lay down provisions on the status and regulation of trade unions and employers' associations, including certain administrative and accounting requirements, and the content of their rules; give protection to workers against arbitrary exclusion from trade union membership; retain the Code of Practice; and state that collective agreements will be presumed not to be legally binding unless specifically agreed in writing.

Rights abolished

The repeal of the 1971 Industrial Relations Act also means the abolition of: the right not to belong to a trade union; the right to belong to a registered union (under the 1974 Act, however, employees are protected from dismissal for belonging to an independent union or taking part

in its activities); and the registration requirements and the guiding principles relating to trade unions and employers' associations.

New regulations governing the procedure of industrial tribunals have also been published to replace those made under the Industrial Relations Act 1971. Coming into operation on September 16, the Industrial Tribunals (Labour Relations) Regulations 1974, the Industrial Tribunals (Labour Relations) (Scotland) Regulations 1974, (H.M. Stationery Office SI 1386 and 1387, £0.11), include the following provisions: dismissed employees will have three months from their effective date of termination in which to make a complaint of unfair dismissal instead of four weeks; they need only have completed 52 weeks continuous service to qualify to make a complaint instead of 104 weeks and they will be able to complain of unfair dismissal even if they resigned, rather than being dismissed, and a tribunal can recommend reinstatement of a dismissed employee if they think it practicable and equitable to do so.

Memorandum calls for use of community hospitals

Provision of community hospitals would enable smaller district general hospitals to be planned, according to a memorandum from Mrs Barbara Castle, Secretary of State for Social Services, and Mr John Morris, Secretary of State for Wales.

The memorandum—"Community hospitals: their role and development in the National Health Service"—accepts the need for hospitals sited nearer where people live for those patients not requiring the specialised services and equipment provided at district general hospitals. The intention would be to use existing local hospitals where possible, providing 50-150 beds and serving a population of 30,000-100,000. Medical care would normally be provided by local general practitioners, and there would be close links with other hospital, community, health, local authority and voluntary services. However, the number of such hospitals required was bound to be less than the number of existing small hospitals.

Drug-damaged foetus: 'child should be able to sue'

A child born with injuries caused prenatally by drugs or other reasons should be able to sue for such injuries, urges a report published last week.

The Law Commission's report on Injuries to Unborn Children (HM Stationery Office, Command 5709, £0.50) gives what claims to be an authoritative account of the medical and scientific background to the legal problems it discusses — this follows from "extensive" consultations after the Commission published a working paper in January 1973. The report claims that there are known to be about 1500 drugs "having teratogenic effects with varying (usually slight) degrees of risk." It seemed, from medical comments, to be generally agreed that no drug could ever be guaranteed safe for the foetus, and a pregnant woman would become virtually untreatable if no small risk to the foetus could ever be ignored.

"Nevertheless, it seems clear that, in addition to thalidomide . . . , there are other drugs which present a substantial risk of damage to the foetus if taken by a pregnant woman. Examples . . . include stilboestrol which when prescribed for pregnant women liable to miscarriages in the hope of preserving a pregnancy, has been followed by the development of vaginal cancer in their adolescent daughters; anti-convulsant drugs, causing cleft palates; antibiotics causing mottled teeth; progestogens causing severe virilisation in the female foetus with permanent effect on the genitalia; and some drugs used in the treatment of diabetes."

Doctors' advice

One "eminent physician" apparently suggested that serious consideration should be given to the chance of a defective contraceptive pill damaging a foetus. In the opinion of some doctors, "pregnant women should not, without prescription, take aspirins, laxatives even vitamins, but, despite this opinion, 82 per cent of pregnant women in the United Kingdom take prescribed drugs during pregnancy and 65 per cent take self-medicants."

On proof of liability the report points out that great difficulties are presented at the moment and would continue to be so in the foreseeable future. However, rapid progress was being made "and we must be prepared for far greater certainty both of the identification of teratogenic agents and the proof of causation of specific disabilities, in the future."

More women seeking medical advice during pregnancy together with the increase in medical and scientific knowledge, was bound to lead to "greater risks of medical advisors failing to tender the correct advice or prescribe and give the right treatment." Also, every new positive iden-

tification of a teratogenic agent or procedure "created a new sphere of duty", eg to refrain from prescribing a drug. The Commission has therefore framed the proposals keeping in mind those who advise and treat pregnant women, and feels that the proposals do not add to their potential liability.

The report argues that legislation should not permit a right of action by a child against its own mother for prenatal injury resulting from the mother's negligence in the pre-natal regime. Also the medical treatment and medication of a pregnant woman "depends so much upon her co-operation and care for herself that the possibility of joint liability (perhaps with the mother herself most to blame) is one

Services to be brought into restrictive practices laws

Virtually all commercial services will come within the restrictive trade practices legislation under an Order which Mrs Shirley Williams, Secretary of State for Prices and Consumer Protection, proposes to bring before Parliament.

A notice published last week says that the Order would be made under Part X of the Fair Trading Act 1973 which provides for the application of sections of the Restrictive Trade Practices Act 1956 to services. Representations are being invited before October 17, longer than the minimum required time.

Services exempted from the proposed order include road, sea and air transport, building society loans, insurance, and certain Bank of England agreements. Also exempted are the services specified in Schedule 4 to the Fair Trading Act which include legal, medical, dental, ophthalmic, veterinary, nursing, accounting and surveying services.

D & P services

Photographic developing and printing is, however, an example of a service where any restrictive agreements will be required to be registered with the Office of Fair Trading under the proposed order. The Office's director general will then consider whether each agreement materially restricts competition or is likely to cause detriment to the public or any section of it. If not Mrs Williams can, on representation from the director general, give direction that the agreement should not be referred to the Restrictive Practices Court, but if otherwise the Court will investigate the agreement in due course.

A spokesman for the Department of Prices and Consumer Protection told *C&D* that dispensing services provided by pharmacists were classed as "supply of goods"

which cannot be ignored." In such circumstances, the Commission thought it wrong "if, perhaps for very slight carelessness in comparison with the mother's own negligence, a doctor, chemist or drug manufacturer had to compensate the child in full for his disability."

A draft bill for legislation on the proposals is given in the report, and other conclusions include:

□ Drugs may exist which have the effect of preventing the spontaneous natural abortion of a deformed foetus and proof of negligence in the manufacture and marketing of the drug, "should arguably give rise to a cause of action;"

□ The Commission was particularly concerned that doctors should not be inhibited from prescribing drugs or treatment to assist a woman to bear a child by phantom fears that a child might be born disabled.

□ The Commission could see some merit in making it clear in legislation that where a doctor, or anyone else acting in a professional capacity, acts carefully and in accordance with current professional opinion as to the appropriate treatment in a particular case shall not be held as negligent.

and as such were already under restrictive practices legislation.

□ Mrs Williams has given directions to the director general of fair trading discharging him from taking proceedings in the Restrictive Practices Court in respect of 21 agreements which include the Soap and Detergent Industry Association's agreement.

Statutory Committee meet

Three cases of pharmacists convicted of conspiracy to contravene the provisions of Part II of the Therapeutic Substances Act are to be considered by the Pharmaceutical Society's Statutory Committee when it meets again on September 10 at 10.15 a.m. The inquiries are to open in public at 17 Bloomsbury Square, London W1, and, if necessary, continue on September 11.

News in brief

□ The Red Cross accepted a gift of a 45-gallon barrel of Chemico concentrated disinfectant from the County Chemical Co. Solihull, Warwicks, to ease the plight of flood victims in Bangladesh.

□ Shops using the British Gas Corporation industrial and commercial tariffs face rises averaging 20 per cent in their gas bills depending on the region. The rises will take effect from the first meter reading after September 1.

□ The Industrial Training (Levy Exemption References) Regulations 1974 (HM Stationery Office, SI 335, 9p) which comes into operation on September 2, sets up a body of referees to hear references made by employers dissatisfied with an industrial training board's decision to refuse exemp-

tion from levy. Appointments to the body will be made at a later date.

□ The Home Secretary has issued an order prohibiting Philip Mathews Goodrich, MRCP, LRCP, DRCOG, 56 High Street, Steyning, Sussex, from having in his possession, prescribing, administering, manufacturing, compounding and supplying and from authorising the administration and supply of the following substances and products:- 1. Amphetamine, dexamphetamine, methylamphetamine, methylphenidate and phenmetrazine; 2. Any stereoisomeric form of a substance in 1; 3. Any salt of a substance in 1 or 2; 4. Any preparation or other product containing a substance or product in 1, 2, or 3.

Deaths

Brigham: On August 17, Mr Thomas Ayscough Brigham, MPS, 1 Bride Way, Great Sutton, Wirral, Ches, aged 69. Mr Brigham qualified in 1930. He was in business until the time of his death. He he retired three years ago, occasionally doing locum work afterwards.

Kennedy: On August 6, Mr John Gibson Kennedy, MPSNI, 86 Jordanstown Road, Newtownabbey, co Antrim. Mr Kennedy qualified in 1926 and became a partner in the firm of R. Andrew & Co Ltd, 155 Crumlin Road, Belfast, where he was in business until the time of his death. He leaves a widow, two sons and two daughters, one of the sons having a pharmacy in Larne, co Antrim.

Leitch: On August 19, Mr David Leitch, MPS, 9 Private Road, Gorebridge, Midlothian. Mr Leitch qualified in 1929.

Tate: Suddenly on August 19, Mr Walter Cecil Tate, MPSNI, 7 Royal Avenue, Belfast. Mr Tate qualified in Dublin in 1917 and was in business in Royal Avenue until the time of his death. He was a past president of the Pharmaceutical Society of Northern Ireland and for many years a member of its Statutory Committee. *Mr W. Gorman, secretary, PSNI*, writes: The sudden death of Walter Tate has removed from the centre of Belfast a name associated with pharmacy there for upwards of 90 years. His father established the business and was president of the Pharmaceutical Society of Ireland 1915-17.

Walter was, until 10 years ago, a very active member of the Northern Ireland Society, of which he was president 1938-40. Of a retiring disposition, he was not one to seek the limelight. He was a loyal and faithful member of the Northern Ireland Council for over 30 years and seldom missed a meeting. He never expressed an opinion merely for the sake of speaking and what he had to say was always worthwhile and received the utmost attention. The better one knew him the more one appreciated his worth. Behind his reserve was a kindly and extremely generous disposition, interest in other people and a readiness to help any worthwhile cause.

Outside pharmacy his chief interests were his church and the Rotary movement. In his younger days he took an active part in the Duncairn Players, an amateur dramatic group formed by church members. Despite his physical disability he was always cheerful; a sincere man, we shall greatly miss his warm greeting around Belfast's city centre.

Topical reflections

BY XRAYSER

Bottles

I am indebted to Mr N. Tyler, assistant director, Glass Manufacturers' Federation, for his courteous explanation of the problems which have beset the industry in recent times, resulting in conditions which have produced frustration in the obtaining of stocks of medicine bottles, both tablet and liquid. There is no doubt that the manufacturers have experienced difficulties in a number of directions, through no fault of their own and Mr Tyler makes it clear that steps have been taken which will eventually rectify the situation.

But I am acutely aware of one of the biggest problems of all—that introduced by the increase of strip-packaging and the determination on the part of certain interests to extend the strip carton. (I thought as I wrote those words that there was something familiar about them, but the word is carton—not cartoon). Even pharmacists who, like myself, think there is nothing more functional or more dignified in appearance than the tablet bottle will be compelled to accept prevailing practice, and planning problems must inevitably enter into the deliberations of the glass industry.

Breakages

Another letter in your columns complains of the number of breakages of bottles for liquid medicines, putting forward the suggestion that the cartons in which they are packed are "light-weight" and do not offer adequate protection. I have experienced similar problems with the bow-fronted bottles for mixtures, but have seen none of it in the cartons of ribbed ovals.

My own feeling has been that the fault lies in the shape of the bottle rather than in the packing, and the pouring lip of the neck seems to be particularly vulnerable. I assume the purpose of the new shape on the introduction of the metric system was to distinguish at a glance the old from the new, rather than stemming from the conviction that it was an improvement. My feeling still favours the old shape, if only for elegance and stability in standing.

Yesterday

There are a number of items of general interest scattered through the pages of last week's issue, including an article on cosmetics "today and tomorrow." I am afraid I have to confess that my knowledge of the subject would come more readily under the heading of yesterday. There would be little hope of my standing up to tests of "continued competence" in that field. For I can recall, as though it were only last week, when face powder was either natural or rachel, and lipsticks were dark or light, and though my recollection may be misty, it seemed to me that the young ladies of that time looked perfectly charming. (I have seen some recently who looked as though they had just been exhumed.)

Then there are a number of examples of modern shopfitting, one illustrating something like a complicated switchboard in a telephone exchange. It is, in fact, a lipstick display showing just 238 testers more than I knew in my heyday. Then there are illustrations of "sales orientated instore systems" which are designed to increase my profits fast, while another page draws attention to means for stopping pilfering, for the balance between acceptable display and an invitation to self-help is always difficult to judge.

Once more I have a preference for the products of the Glass Manufacturers' Federation, which may please Mr Tyler but dates me with rachel and natural.


OF NOTTINGHAM

The chairman: Dr G. I. Hobday

Traditional pharmacy had served the public for generations . . .

We ought to be proud of our pharmaceutical service . . .

It compares satisfactorily with any elsewhere in the world . . .

says Dr G. I. Hobday, chairman, The Boots Co Ltd, in an exclusive interview with *Chemist and Druggist*

The Boots organisation is strongly imprinted on the commercial and retail scene in the UK and in many parts of the world. The name of its founder, Jesse Boot, is almost equally wellknown but those who followed him and held the senior post in the organisation have not achieved such general or "permanent" recognition. Nevertheless, they have contributed much to the continued expansion of the organisation.

Dr G. I. Hobday, the present chairman, is essentially a modest and unassuming individual; not for him the brash publicity or PR activity. Whilst enjoying the leadership his position entails he is reluctant to attract the spotlights that tend to be focused on the office.

'A Boots man'

Dr Hobday, who became chairman of The Boots Co. Ltd. on January 1, 1973, is "a Boots man", joining the company in 1939 as a research chemist after graduating with first class honours in chemistry in 1937 and taking his PhD in biochemistry. He subsequently became a Fellow of the Royal Institute of Chemistry.

From 1944 he was increasingly involved with patents and technical commercial agreements for the company until, in 1950, he was appointed head of administration in the research department under Sir Jack Drummond. On Sir Jack's death he became head of the department, and in 1954, a director of Boots The Chemists (Northern) Ltd.

In 1955 Dr Hobday was appointed a member of the Executive Committee and a director of Boots Pure Drug Co. Ltd. He became deputy managing director on January 1, 1968 and managing director on April 1, 1970.

During an interview with *Chemist and Druggist* he emphasised the statement in the company's annual report that "pharmacy is the keystone of Boots' business" and he added that many overlooked the fact that half of their branches were small shops of less than 1,000 sq ft of selling area. As a company therefore they were extremely concerned with the well-being of the smaller pharmacy, for the small pharmacy was an essential part of their business. He did not think that the modern high street was dead or decaying,

it would be a long time, if ever, before hypermarkets and other possible forces shifted the "shopping centres" to the "green fields". Although a Boots unit was not in itself big enough to pioneer a "green field" or hypermarket site, the company was ready to follow trends where they were judged to be commercially successful. Furthermore, he did not think that the smaller shop was about to be squeezed out of existence. He believed that their small pharmacies and those of small private individuals performed a most useful and necessary service for the public. Traditional pharmacy had served the public for generations "We ought to be proud of our pharmaceutical service. It compares satisfactorily with any elsewhere in the world". Some might regret it but he stressed there was nothing basically wrong in the fact that economics required a pharmacist to combine professional practice with trade. He was not a less competent professional person for being a trader, in fact his trading activities often enabled him to give a better professional service to the public. Dr Hobday sees very little difference between selling advice over a desk and selling advice and products over a counter. It was a pity that trading, or being in trade was looked down upon but "trading was basically doing something for money and every profession did that".

Staying with pharmacy

When it was suggested that Boots had begun in pharmacy but had now left that image, Dr Hobday did not agree. So far as he could see, Boots would always "relate to pharmacy". He and his colleagues did not want the Boots' name to be associated by the public with an operation other than a pharmacy. They had shown that by their decision to "hive off" the Timothy White activities and use that name for a non-pharmaceutical operation. If the Harrods "deal" had gone through, the Harrods name would not have been replaced by Boots, it would have been a distinctly separate operation.

Asked about the relationship between the present private retail interests and his organisation, Dr Hobday said it was "easier and happier" than it was. There appeared to be a greater degree of mutual

understanding and he hoped more mutual goodwill. He could understand that the private pharmacist was apprehensive of Boots organisation "as a competitor" but he and his colleagues felt there was a place for both. It was quite unthinkable that Boots could scoop the pharmaceutical business—"we cannot run the small neighbourhood shop as economically as the private pharmacist". It should be recognised that Boots had about a quarter of the chemists trade, there was still three quarters available to private chemists and other organisations.

Concerning a planned pharmaceutical service he thought his company had tried to be helpful. They had accepted the special problems of health centres and regretted that the Ministry had not seen fit "to accept the reasonable solution agreed with and submitted by the Pharmaceutical Society."

Professional relationships

Dealing with the Society, he said that he would like to see continued expansion of the mutual trust that has now been generated in recent years between the company and the Society's Council and officers. He would also like to see Boots "pharmacy management" taking a cohesive and effective part in pharmacy affairs. He refuted the suggestion that as a company they had done anything to promote staff to take organised action in professional matters. It was entirely up to each individual pharmacist within the company to do what he thought best.

The company accepted that the Society had a duty to look after the professional interests of its members. "We want to have good relationships with them. We are the biggest company employer of pharmacists, possibly in the world, and it is not surprising that many of those pharmacists have a special interest in company pharmacy." Although company pharmacists might have special views on professional matters he did not see why there should be any polarisation between company and private pharmacists. There was no legal reason why those who wish to be "entirely professional" in pharmacy should not have pharmacies that did not have traditional chemist trading.

Nevertheless, he did not see why those who held the extreme professional view should try and deny those who wished to engage in their profession traditionally and trade. "So often do these reformers get things the wrong way round." They should stop denying the right of others to do what they wished, always providing satisfactory professional standards were maintained. If a pharmacist wanted to undertake "dispensing only," there was

nothing to stop him. If, however, his remuneration from that single activity was not entirely satisfactory, he must then persuade society of the need to carry on his profession in that way and attempt to get compensation accordingly. That was a corollary of the restricted practice.

Generally speaking, he did not think that the pharmaceutical service would be improved by removing from it the traditional commercial aspects.

Turning to the EEC, he believed that everybody now accepted that the Draft Directives were drawn up before Britain joined the Community. The need to rethink the Directives had now been accepted, and the new Directives would take into account the current pharmacy situation in Britain.

The company's interest in professional standards was emphasised again when Dr Hobday referred to the numbers of post-graduate students that received their training within the company.

It was a very sophisticated training plan throughout which the professional standards were emphasised. Indeed, many pharmacists in private practice received their original training with Boots. He liked to think that the Boots organisation encouraged a high standard of professional activity by its managers. They tried to ensure that the responsibilities were recognised and carried out. For example,

that they played their full part in providing a comprehensive pharmaceutical service including rotas, oxygen service and local voluntary out-of-hours schemes.

As an individual he was content to let his colleagues get on with the job. The company was now so complex an operation that it had to be broadly structured, it was his job to ensure the organisation was effective.

There were many pharmacists in the senior management of the company and they had to meet the problems in pharmacy and help to guide the company. "If they do not know more about pharmacy than I do, then we have got the wrong men in these jobs!"

Dr Hobday's leisure is shared between his garden and workshop interspersed with tennis and a little fishing. Whilst carpentry gives him great satisfaction he also has an interest in metal from which arises a fascination with old clocks. Evidence of his clock renovation expertise is to be seen in the Beeston headquarters, where there is a long case clock that originally graced the TW & T headquarters.

Asked if he enjoyed shopping, he uttered an almost vehement "No," but then added "I do however like shop-keeping." Perhaps that arises from serving in his family's grocery shop "as a youngster" which could mean that he was "in trade" before some of his colleagues.

The company

In 90 years, the Boots organisation has grown from a single small shop in the centre of Nottingham into a company of national and international standing and repute. Whereas the company has moved a long way in size, its control centre has moved only a short distance—about three miles as the goose flies to Beeston, a Nottingham suburb, from that small shop in Goosegate in the centre of Nottingham where it all started.

On the 295-acre site at Beeston is the head office, an "open-plan" office which some architects consider the most successful of its type in the UK.

From here the entire company at home and overseas is directed. The head office houses two IBM computers, over 1,300 administrative staff and the chairman, managing director and other executive directors.

Three major manufacturing units on the site make pharmaceutical products, toiletries and agro-chemicals. The third addition to the plant making the anti-rheumatic drug Brufen will come on stream shortly, increasing capacity by 60 per cent.

The quality control department, which employs 300 people in factories at Beeston and Nottingham, is responsible for monitoring and maintaining the quality of the whole range of the company's raw and intermediate materials and all its final products. A new tablet factory of 250,000 square feet is due to open mid-1975 at a cost of £3½ million.

Also at the Beeston site are warehouses supplying Boots' and Timothy Whites' branches with merchandise made by Boots in the adjacent factories, together with those important items of proprietary and "own brand" merchandise, not manufactured by Boots, but which must be available on demand to the 1,320 retail branches of Boots the Chemists and 179 branches of Timothy Whites.

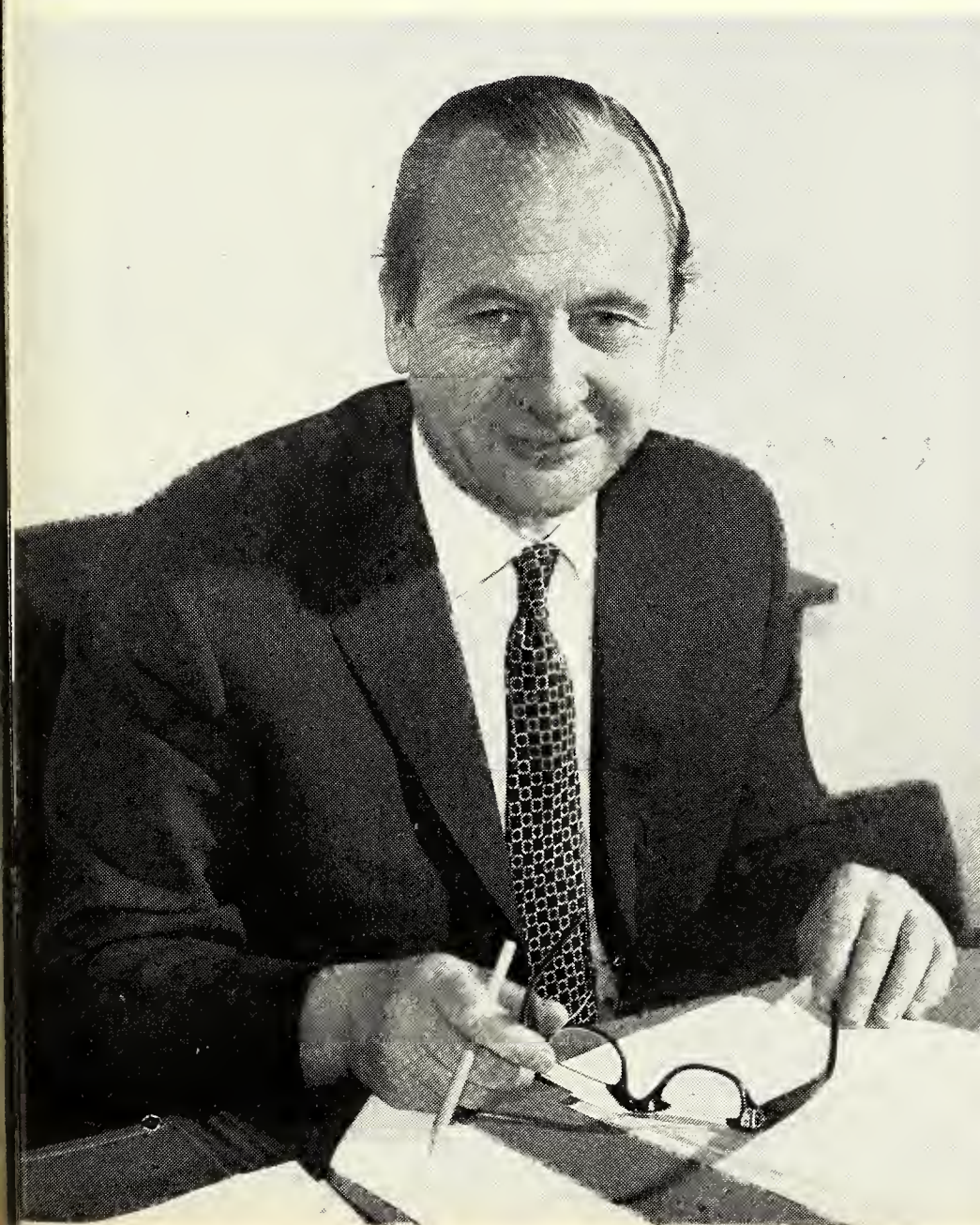
A power station produces all the steam and the greater part of the electricity required by the various units in Beeston and the centre of Nottingham.

Important as the Beeston site is to the company, many major activities are carried out in the centre of Nottingham.

Buying centralised

There is a centralised system for buying merchandise not manufactured by the company. The total inventory range amounts to something like 60,000 identifiable items; for example one brand of lipstick available in seven colours is counted as seven separate items. The responsibility for the buying is allocated to one of nine merchandise controllers, seven of whom are in London and three in the centre of Nottingham. The Nottingham departments are responsible for buying and marketing proprietary medicine, baby merchandise and home and garden products.

The printing department produces most



Continued on p. 284

Boots of Nottingham

Continued from p.283

of the company's printing requirements and substantial quantities of cartons and packaging materials.

The shopfitting department provides the immense variety of shopfittings required by the retail chain for updating existing branches and for fitting out new branches. This department is one of the biggest in the United Kingdom.

The picture-framing department is considered to be the largest in Europe, providing the Boots Company all-departmental branches with framed pictures, mirrors and photo frames together with a framing service for customers' own pictures.

The research department, also in central Nottingham, is divided into two parts, pharmaceutical and agricultural. Brufen, an anti-rheumatic available in over 90 countries, was discovered here in 1959 and first marketed in the United Kingdom in 1969.

On other sites

This article has dealt only with the company's operations in the Nottingham area because the conference will be at Nottingham University. Manufacturing also takes place at Airdrie, Scotland, and Basingstoke, Hants. Warehouses operate at Heywood, Lancs, and Aldershot, Hants. Seven merchandise departments are in London. The company has two farms in Scotland and one in Thurgarton just outside Nottingham. Being practising farmers the company commands an additional authority when selling, through their subsidiary Boots Farm Sales, their range of herbicides, vitamin and mineral supplements and other products for use by farmers—whether they be proprietary products or of Boots' own manufacture.

The company's physical presence in the Nottingham area means it is inevitably involved with the local community and local affairs. With a labour force of 11,500 approximately, it is the biggest employer in the area. It also claims, unenviably, to be the county's biggest ratepayer.

The company has always been closely involved with the University of Nottingham. In the 1920's, when it was still the University College of Nottingham, Sir Jesse Boot gave the necessary land and a substantial sum of money towards the cost of the new buildings. In 1928 his munificence was rewarded with a peerage and he proudly took the title of Lord Trent of Nottingham. The foundation of the University of Nottingham was the direct post-war consequence of his vision and largesse.

His only son, the second Baron Trent of Nottingham, was the first chancellor of the new university until his death. The company's association with the university continues as the present chairman, Dr Gordon I. Hobday, is president of council.

Boots is a complex animal. Its head and heart are in Nottingham but there are few places in the world totally unaffected by its endeavours and achievements.

New products and packs

Babycare

Zorbit liners and baby wipes

Freshtex are launching Zorbit baby wipes, pre-moistened cloths for nappy change cleaning and for cleaning the baby's hands and face. Made from a disposable bonded fibre and packed in foil sachets they "combine softness with high wet strength" and are medicated with cetrimide and phenylethyl alcohol to help prevent nappy rash (20, £0.32). There is a 2p off introductory pack bearing a 2p coupon for the next purchase.

Freshtex estimate there are some 2,600 million nappy changes per year in the United Kingdom so foresee great success for the product.

At the same time, Freshtex are introducing Zorbit nappy liners (100, £0.58) to pharmacy outlets. These medicated soft fabric liners were first introduced to the grocery trade two years ago and now claim over 10 per cent of the market. The pack has been redesigned to relate to the baby wipes. Two free baby wipes are being included in the nappy liner pack which bears a 2p off coupon for baby wipes. A trade bonus offers 2 cases free for every 12 cases of 20.

To ensure national distribution through pharmacies, Freshtex are co-operating with the sales force of Radiol Chemicals Ltd who will be selling the products during September.

Advertisements for both products will appear in *Woman's Realm*, *Woman's Weekly* and *Mother* from September to January 1975 (Freshtex Ltd, 91 Bolsover Street, London W1).

Veterinary

Ampiclox for lactating cows

Ampiclox lactating cow intramammary suspension (£1.80 trade) is being launched on September 2 for the treatment of clinical mastitis.

One tube contains ampicillin 75 mg and cloxacillin 200 mg as the sodium salts. The dose is three tubes, one every four hours per infected quarter, and there are 12x3g tubes to a carton. At the same time, Beecham Veterinary Products will change its trading title to Beecham Animal Health, Beecham House, Brentford, Middlesex.

Cosmetics and toiletries

'Iced cream' collection

Almay have introduced a collection of eight frosted eye pencils and 12 cream eyeshadows which they call their "iced cream" collection. The Iced Creamsticks (£0.65) are soft frosted eye pencils that have a gold protector and end cap and there are eight colours, including pearl indigo, spun silver, and candied coffee. The cream eyeshadows consist of six



The Zorbit nappy liners pack, now available through pharmacy outlets, has been redesigned to match the new baby wipes pack

brightly-coloured Cream Shimmers (0.65), and six frosted Iced Shimmers (£0.65). These cream shadows come in neat, transparent plastic tubes. Both the Iced and Cream Shimmers will be available for sale at the end of October (Almay (London New York), 9a New Bond Street, London W1Y 9PE).

Lemon nail polish remover

Cutex have introduced a nail polish remover with a "tangy" lemon scent. The product comes in two sizes—40cc (£0.21½) 82cc (£0.33½)—and has an eye-catching yellow label overprinted in red (Chesebrough-Pond's Ltd, Victoria Road, London NW10 6NA).

on TV next week

Ln — London; M — Midland; Lc — Lancashire; Y — Yorkshire; Sc — Scotland; WW — Wales and West; So — South; NE — North-east; A — Anglia; U — Ulster; We — Westward; B — Border; G — Grampian; E — Eireann; CI — Channel Islands.

Aquafresh: All areas

Adorn: M, Ln

Anadin: All areas

Breck Spray-On creme rinse: Ln, M, Lc, WW, A, We

Radox: All except U, E

Right Guard: All areas

Silvikrin hairspray: All areas

Silvikrin shampoo: All areas

SR: All areas

Close Up: All except B, A, We

Signal: All areas

Stowaway: M

Sunsilk hairspray: All areas

FOR FAST PAIN-RELIEF —QUICK SALES TOO!



Beecham remedies for headache, nerve pains, rheumatic aches . . . all across the country they're household words. And they're all heavily advertised too, in press, on TV or both. Which means they all sell—fast.

Profit fully from the advertising, from the demand and from Beecham's active support of resale price maintenance. Display these famous, fast-selling remedies so your customers can see you stock them.

BEECHAM HOME MEDICINES— BEST SELLERS ALL ROUND

Beecham's Powders
Tablets, + Hot Lemon
Phensic Tablets
Macleans Indigestion Remedy
Powder, Tablets
Iron Jelloids
Fynnon Calcium Aspirin
Tablets
Cephos Powders, Tablets
Ellimans Embrocation

Germolene Ointment,
Footspray, Plasters, New-Skin
Setlers Tablets
Veno's Standard and Honey and Lemon
Fynnon Salt
Dinneford's Gripe Mixture
Yeast-vite Tablets
Phosferine Tablets, Liquid
Fynnon Spa Bath Salts and Liquid
Beecham's Pills

All Fresh Clean-up Squares,
Baby Bottom Wipes
Eno 'Fruit Salt'
Germoloids Ointment,
Suppositories, Moist Toilet Tissues
Phyllosan Tablets
Ashton & Parsons Powders
Mac Lozenges
Night-nurse
Diocalm Tablets

Trade News

Nikini promotion

Robinsons & Sons Ltd, Wheat Bridge Mills, Chesterfield, are running a consumer promotion for Nikini pads and briefs from September until December. The offer is for 16½p-off the next purchase of either product in return for two proofs of purchase on Nikini pads; redeemable in-store. Couponed advertising will appear in *Shopping* magazine, and full-colour advertising will appear in women's and teenage Press during the promotion period. There is also a trade bonus from the makers which lasts until September 27.

Blackcurrant flavour added

A new blackcurrant flavour Adexolin liquid is now available from Glaxo-Farley Foods, Torr Lane, Plymouth PL3 5UA. The product has been reformulated to comprise of vitamins A and D₂ with an increase in vitamin C, and the pack has been redesigned. The makers say that once stocks of the existing product have been run down the blackcurrant-flavoured line will be the only Adexolin liquid to be obtainable.

Interdens distribution

Interdens are now being distributed direct from Nicholas Laboratories Ltd, 225 Bath Road, Slough, Bucks. Promotional activity will include posters displayed in dentists' surgeries and advertisements in professional journals. Nicholas are extending their package terms to include Interdens with Aspro, Rennie and Radox. Retailers may order direct from their usual wholesaler or through the company representatives, allowing up to six weeks for the first delivery.

Entair capsules—100 pack

Duncan, Flockhart & Co Ltd, Birkbeck Street, London E2 6LA, have introduced a new Securitainer pack of 100 Entair capsules (£1.20 trade). This presentation replaces the pack of 30, supplies of which are now exhausted.

Temperature measuring tapes

A new range of inexpensive, temperature-sensitive, self-adhesive tapes said to be capable of measuring and recording temperature changes between 37°C and 260°C has been announced by Thermographics Measurements Ltd, The Square, Ilchester, Somerset. The Thermax tapes are available in five temperature ranges, and the temperature is indicated by a simple colour change from silver-white to black in steps of a few degrees at a time, which is easily observed against the temperature scale marked in red.

Recent development work is said to have resulted in clearer printing of the temperature scale that cannot be dissolved or



erased. The sensitivity of this new range is claimed to give an accuracy of within 1 per cent, and the use of new materials provides improved durability in the high-temperature E range, 204–260°C. The other ranges are: A 37–65°C, B 71–110°C, C 116–154°C, D 160–199°C.

Pack change

Vitabiotics Ltd, 1 Beresford Avenue, Wembley, Middlesex, are reducing the number of Oralcer pellets from 25 to 20 per tube from October 1.

Kodachrome processing

Kodak Ltd have announced that photo-dealers need no longer distribute leaflets on overseas processing facilities for Kodachrome films. This follows the resumption of normal working at the company's Hemel Hempstead colour processing division. The current "in plant" service time for such films is now said to be in the region of three days, giving a door-to-door service time of about a week, say Kodak Ltd, Kodak House, Station Road, Hemel Hempstead, Herts.

Molecular model kit

A Danish molecular model kit—Addatom—is now available in the UK from Herzbi Ltd, 37a Leswin Road, London N16 7NX. Pairs of flat discs (diameter about ¾in) slide together to form model atoms of carbon (black), oxygen (red), nitrogen (blue) and sulphur (yellow), and other atoms may be represented by combining two discs of different colours. Bonds are shown by grey tubes which fit over prominences on the atom in the position of such bonds and hydrogen atoms are represented by white tubes. Made in plastic, the kit is available in two sizes: No. 60 in a carton containing 85 pieces but no yellow discs (£1.75) and No. 120 with 170 pieces (£3.90).

Emtryl in pigs

"Emtryl in Pigs" is a new guide prepared and published by May & Baker Ltd, Dagenham, Essex. Full details are given on Emtryl as a growth promoter and swine dysentery control agent. Experimental data and results of field-trials are included as well as recommendations for use.

Appointed UK agents

Thomson & Joseph Ltd, Castle House, Norwich Nor 41D, have been appointed

UK agent for fine chemicals of Joba BV, Amsterdam, Holland. They point out that a wide range of materials is available from stock in Rotterdam and as a result of efficient use of the East Coast ports and direct flight into Norwich, speedy delivery services are available.

Unichem offers

September offers from Unichem Ltd, Crown House, Morden, Surrey, are: Alberto Balsam conditioner and shampoo; Brylcreem; Close Up Red; Erasmic Super-foam; Johnson & Johnson baby oil and lotion; Band Aid clear strips; Paddi Pads; Rennie's; Silvikrin hairspray, shampoo; Wilkinson Sword Double Edge blades, Bonded blades.

Kotex economy pack

Kimberley-Clark Ltd, Larkfield, Maidstone, Kent, have introduced an "economy" pack of 20 in their Kotex Simplicity towel range. The pack represents a 2p saving over the cost of two 10's packs, and for the initial launch period, a 5p coupon redeemable against the next purchase is included in the pack.

Glass-filled toiletries

A range of toiletries featuring glasses that may be retained after the product has been used has been introduced by Aronde Laboratories, Sherbourne Avenue, Binstead, Ryde, Isle of Wight. They are, peaches and cream moisturiser in a stemmed sundae glass (£0.49); bath essence in a rippled cocktail dish (£0.45); Garden Isle shampoo in a large tumbler (£0.39); and foam bath in a short tumbler (£0.39).

Polaroid promotions

The September issue of *Camera User* magazine will announce a major picture competition with over £350-worth of prizes by Polaroid (UK) Ltd, Ashley Road, St Albans, Herts.

A Polaroid model 190 camera and films will go to the winner of a category involving the production of an 8 x 10in enlargement from the new type 105 positive/negative pack film. The magazine's display poster about the competition will shortly be posted to dealers by Polaroid.

Simultaneously, Polaroid are announcing a 100 per cent replacement of type 105 films used for dealer in-store demonstrations, to buyers of Polaroid pack cameras and 100-series films. The replacement film is claimed by returning the developer pod (or complete negative tab if the customer does not wish to retain it) in batches of eight to Polaroid's customer service department by October 30.

A "summer sale" camera promotion announced this week should help stockists to counter the appeals of low priced special offers in national newspaper advertisements say the company. Polaroid will give one free type 88 colour film for the registration card of any Polaroid camera sold from a dealer's local newspaper advertisement offering Super Swinger, Square Shooter 2, Colorpack 80 and Colorpack 82 at £2 off normal selling prices. The company will provide advertisement layouts (minimum 8in double column) and display banners; on receipt of the advertisement tearsheet it will also supply 15 type 87 films at no charge to offset the dealer's advertising costs.



A word about family planning

Beecham have planned their family of shampoos to form a team of leading brands which together cover the needs of all three major segments of this profitable market.

Silvikrin Shampoo—top brand in the popular-priced Beauty Segment.

Bristows—a superior conditioning treatment

and deep cleansing shampoo in one product—leader of the Cosmetic Treatment Segment.

Vosene—the top selling Medicated Shampoo for all the family.

Stock the whole Beecham Shampoo Family and satisfy ALL your customers' needs.

**BEECHAM
TOILETRIES**

-sell through faster

BEECHAM PROPRIETARIES, BRENTFORD, MIDDLESEX.

**Every time we
advertise these
products,
1 in 4 chemists
lose money.**

Last year, when we ran a TV campaign for Clearasil Cleansing Lotion at the same time as press and radio campaigns for Clearasil Cream Medication, one in four chemists ran out of stock.

In fact, joint sales of Clearasil doubled. Right now we're running exactly the same advertising. Again.

So call your wholesaler and double your stock levels. Right now.



Don't get caught with your stocks down.

New! True Blonde & True Brunette from Clairol-No.1* in hair colourants

Now, for women who don't want a **dramatic change**—just more of what nature gave them—new True Blonde and True Brunette.

13 fabulous shades from pale blonde to deepest brunette—all subtly beautiful, beautifully true.

This is the range your customers will want, from the name they know: Clairol—world professionals in hair care.

Already **No.1*** in permanent hair colourants with Nice 'N Easy.*

Already **No.1*** in hair lighteners with Born Blonde.*

One of the most powerful advertising campaigns for hair colourants in years!

Over £100,000 in the first year reaching over 80% of women aged 16-34.

Commencing in August, full page, full colour advertisements in 10 leading women's magazines will help bring more hair colour customers into your store.

Special launch offer! Introductory bonus terms are available plus compact, attractive display material and shade chart. Ask your Clairol representative or chemist wholesaler for full details.

Clairol

world professionals in hair care.

*AGB, TCPI, May 1973 to April 1974, actual prices data.



Find true profits with Clairol True hair colour—stock now!

Prescription specialities

RIVOTRIL tablets and injection

Manufacturer Roche Products Ltd, Welwyn Garden City, Herts

Description Orange tablet containing 0.5mg clonazepam with "Roche 0.5" on one side, two break bars the other. White tablet containing 2mg clonazepam with "Roche 2" on one side, two break bars the other. Ampoules 1.0mg in 1ml solvent each accompanied by 1ml water for injection as diluent.

Indications All clinical forms of epileptic disease including status epilepticus

Contraindications Intravenous use in early pregnancy.

Dosage Usual oral daily maintenance dose, adjusted to needs of individual: *infants*—0.5 to 1.0mg; *children 1-5 years*—1 to 3mg; *6-12 years*—3 to 6mg; *adults* 4 to 8mg. Ampoules: *adults*—1mg (one ampoule active substance with one ampoule diluent); *infants and children* 0.5mg (with half ampoule of diluent) by slow intravenous injection

Precautions Avoid alcohol. Any increase in or altered timings of dose may modify patient's reactions; such warnings should be given if patient drives or operates machinery. Care with other anti-epileptics used concurrently. Treatment must be withdrawn gradually. Care in pregnancy

Side effects Fatigue, somnolence, occasionally muscle hypotonia, usually transitory and can be avoided by starting dosage at low level, increasing slowly to maintenance level. May cause salivary or bronchial hypersecretion with drooling in small children. Aggressiveness, irritability, activation of new type of seizure may occur, when addition of another suitable drug may be necessary

Storage Store tablets in well closed container in cool place. Tablets and ampoules should be protected from light

Dispensing diluent Up to 3mg in 250ml of the following solutions may be given by intravenous infusion and used within 12 hours: sodium chloride injection BP, dextrose injection BP 5 per cent and 10 per cent, sodium chloride and dextrose injection BP

Packs 0.5mg tablets—100 (£1.00 trade) and 500 (£4.40); 2.0mg tablets—100 (£2.08) and 500 (£8.80). 10 ampoules plus water for injection (£1.62)

Supply restrictions P1, S4B

Issued September 2 1974

DEPIXOL tablets 3mg

Manufacturer Lundbeck Ltd, 48 Park Street, Luton, Beds LU1 3 HS

Description Each round, biconvex, scarlet, sugar-coated, tablet contains flupenthixol 3mg as the dihydrochloride

Indications Schizophrenia and other psychotic conditions

Contraindications Caution in patients

with Parkinsonism, severe arteriosclerosis, senile confusional state or advanced renal, hepatic or cardiovascular disease.

Dosage Adults—1 to 3 tablets twice daily, maximum 6 tablets daily. Last daily dose should be taken no later than 4 pm. Should not be given to children

Precautions Anti-Parkinsonian medication should be administered only if extrapyramidal symptoms develop

Side effects Extrapyramidal symptoms occur in about 1 in 4 patients and usually respond to standard anti-Parkinsonian medication

Storage At room temperature, in original container. Shelf life 5 years

Packs 100 tablets (£3.60, trade)

Supply restrictions P1, S4B

Issued August 1974

LASIX + K combination pack

Manufacturer Hoechst Pharmaceuticals, PO Box 18, Hounslow, Middlesex TW4 6JH

Description Each pack contains 30 Lasix 40mg and 60 yellow, biconvex, uncoated tablets containing slow release potassium chloride 750mg (10mEq K+)

Indications Short acting diuretic and slow-release potassium supplement for patients needing fixed dose of frusemide 40mg and potassium 20mEq daily

Contraindications etc As for frusemide and potassium chloride

Dosage 1 Lasix tablet in the morning, one potassium chloride tablet at noon and one in the evening. Not suitable for children

Storage In a cool dry place, protected from light, in the original container

Packs Boxes of three blister strips, each strip containing 10 Lasix and 20 potassium chloride tablets (£1.50 trade)

Issued August 1974



BACTRIM ROCHE for infusion

Manufacturer Roche Products Ltd, Welwyn Garden City, Herts

Description Trimethoprim 80mg, sulphamethoxazole 400mg in each 5ml. Vehicle contains 40 per cent propylene glycol. Clear solution pH 10.5

Indications Pre- and post-operative infections and trauma. Other situations where patient is unable to take or tolerate oral therapy

Contraindications etc As for other Bactrim Roche preparations

Dosage Must only be given intravenously and must be diluted before administration: 1 ampoule to 125ml, 2 ampoules to 250ml, 3 ampoules to 500ml infusion solution. *Adults and children over 12 years*—10ml twice daily; Maximum, 15ml twice daily. *Children up to 12 years*—about 6mg trimethoprim/kg body-weight/24

hours and 30mg sulphamethoxazole/kg body-weight/24 hours, divided into two equal doses eg 6 weeks to 5 months, 1.25ml; 6 months to 5 years, 2.5ml; 6 years to 12 years, 5ml all twice daily. Should be used only while the patient is unable to accept oral therapy. The maximum dose should not be administered for more than three successive days

Side effects As for other Bactrim Roche preparations. The infusion has given rise occasionally to local side effects of pain and phlebitis

Storage Protect from light in a cool place

Dispensing diluent Should only be mixed with one of the following: dextrose injection 5 per cent and 10 per cent, laevulose injection BP 5 per cent, compound sodium lactate injection BP, compound sodium chloride injection BPC 1959, sodium chloride injection BP, sodium chloride and dextrose injection BP

Packs 5ml ampoules in packs of 10 (£4.10 trade)

Supply restrictions P1, S4B, TSA. Hospitals only

Issued September 2 1974

Bactrim Roche tablets

The adult Bactrim tablet will be replaced on September 2 with a new formulation which may be swallowed whole or dispersed in water. Packets and prices will remain the same as the current adult tablet. The new data sheet for Bactrim includes two new indications caused by *Salmonella typhi* and *paratyphi* and skin and soft tissue infections (Roche Products Ltd, Welwyn Garden City, Herts)

Trade News

Continued from p 286

Smaller size

A 200ml trial size of Biovital liquid (£0.72½) has been added to the Biovital range made by Dr Schieffer-International, distributed by Radiol Chemicals Ltd, Stepfield, Witham, Essex CM8 3AG. Presented in the bright-red and white colours of the range, the new size has a "200ml trial size" flash on the front of the pack. The makers are offering discount terms of 12½ per cent on £30, 10 per cent on £20, direct orders of the range.

Roses offer

Harry Wheatcroft roses at a reduced price is the offer from Dr White's during a two-month promotion by Lilia-White (Sales) Ltd, Charford Mills, Birmingham 8. Consumers are offered six hybrid tea roses for £2.00, 40 per cent below normal price. The offer is flashed on the packs of Dr. Whites and there is in-store display material available.

Vestric promotions

National promotions for September by Vestric Ltd, Chapel Street, Runcorn, Ches, are: Wilkinson Sword blades; Denture-cream; Supersoft hairspray, shampoo; Suleo shampoo; Mum Rollette refills; SR; Sure; Head & Shoulders; Camay; Ponds creams; Radox Liquid; US antiperspirant and dry powder; Polytar Liquid; Oilatum and Emollient.

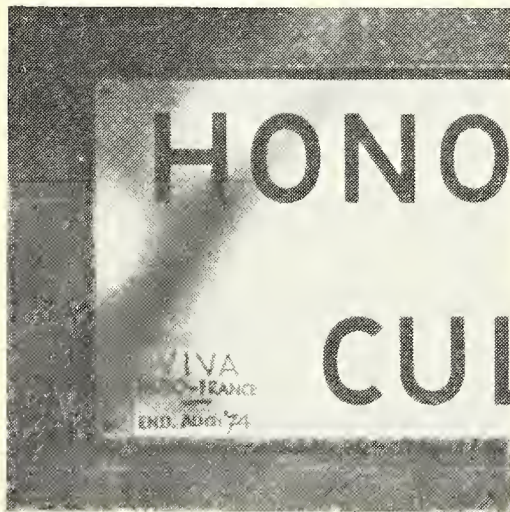
PHOTO EQUIPMENT REVIEW

Viva 126: a camera from France

VIVA 126 (Indo 1000). Made in France and distributed in Britain by Mendel Brothers Ltd, Ellesmere Chambers, Church Street, Preston, Lancashire and all branches of Vestric.

As a Francophile, our reviewer was pleased to find a camera from one of the Common Market countries for a change. Although it is an inexpensive "126-cartridge-loading" model it has quite an attractive appearance, being moulded principally from black plastic with a grey-edged front trim. The lens-and-viewfinder panel is black with a metallic trim inset in light-oak surround finish. The lens is set below and slightly left of centre, with a sliding button to its right for "flash" and "sunlight" setting, above which is the viewfinder front window.

The viewfinder itself is excellent, showing clearly a full-size outline of the subject before the camera. The downward-sliding exposure release is at the top left-hand corner of the front panel and is smooth and positive in action. On the top



Full size reproduction of a part of a normal size test enprint

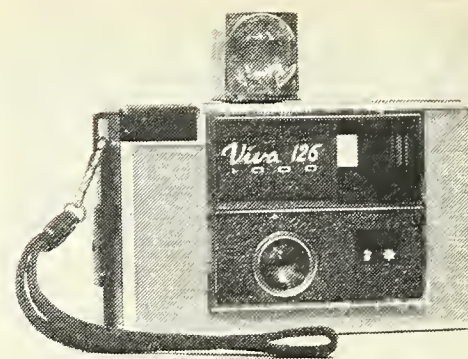
face there is the rotating mounting for a conventional (battery-powered) flashcube. The battery compartment is at the right-hand end of the body, and holds two Mallory alkaline Duracell 1.5V type MN 1500 size AA cells. The correct method of insertion is moulded into the inside of the recess.

The back of the camera is hinged, with a sliding lock at the right-hand end; the lever wind (for advancing the film and setting the shutter with the usual double-exposure prevention feature) is recessed into the upper right-hand side of the back of the body. Also at the right-hand end is the anchor for the wrist-sling. There is no tripod bush which is not important as only "snapshot" speeds are provided.

The usual C&D outdoor and indoor set of tests was made, using a normal-speed black-and-white panchromatic film, standard processing and enlarging. Despite the low cost of the camera the results are very acceptable and the small illustration shows a full-size portion of a 6 x 6in enlargement from one of the test negatives, taken from slightly left-of-centre of the print.

The presentation of the camera is simple, which is to be expected in this price range, consisting of a card carton overprinted in green and cerise. The overprinting is multi-lingual . . . no attention whatever should be paid to the alleged instructions for they are complete gobbledygook as far as the English is concerned; (it is understood that the German version is equally suspect). The internal instruction-leaflet is much clearer although somewhat laboured in style—a diagram or two or an illustration would have been more helpful. This is a pity for the camera is obviously intended for the snapshotter and he or she needs help and not hindrance.

We have commented on a number of occasions in the past about the import-



Viva 126 (Indo 1000) camera)

Country of origin

France

Distributor

Mendel Brothers Ltd, Ellesmere Chambers, Church Street, Preston, Lancs, and all branches of Vestric

Lens

Fixed focus

Shutter

2-speed, controlled by slider — sunlight and flash

Features

Inexpensive, well-presented simple camera for drop-in cartridge loading

Accessories

Wrist-sling provided; black plastic carrying case available

Dimensions

4 3/4 x 2 7/8 x 2 1/4 in (120mm x 74mm x 55mm)

Weight

8oz (227g)

Recommended retail price

£4.28 (case £1.61)

Availability

Immediate

ance of instruction leaflets for simple cameras — the best of them, usually basic with the simplest of line diagrams, are excellent while the worst are a complete deterrent to good picture-making. The purchaser and prospective user needs to be assured from the very beginning about the ease with which he or she can use the new camera, follow a minimum of rules and obtain results without the slightest hesitation or difficulty.

Bonus offers

Doctor D's Products Ltd, 133 Bethnal Green Road, London E2. Night cream. 25-cc jar of day cream free with every 55-cc jar of night cream ordered (throughout September).

May & Baker Ltd, Dagenham, Essex. 125ml packs of Phensedyl cough linctus, Tixylix children's cough linctus, Phenergan compound expectorant linctus. 10 invoiced as 9. Higher bonus terms through representatives (until February 28, 1975).

Geigy Pharmaceuticals, Macclesfield, Cheshire SK10 2LY. Desogen lozenges. 180 invoiced as 144; 90 invoiced as 72; 58 invoiced as 48.

Tampax Ltd, Dunsbury Way, Havant, Hampshire. Tampax 60p off each 3 doz case of regular and super 40's (September 1 until October 11).

Cash and carry 'success by service'

A cash-and-carry wholesaler with over 600 customers and a turnover approaching £4m a year after only three years in operation, claims that this has been achieved by first-class stock availability and keen prices.

Leicester Chemists Cash and Carry, which occupies three-storey premises at 2 Frog Island, Leicester, is owned by Mr Anthony and Mr Alan Estrin. Over 1,500 lines are said to be normally held in stock with a value of £160,000. No quantity discounts are offered and everyone is treated the same, the stipulation being minimum purchases of £10 per visit.

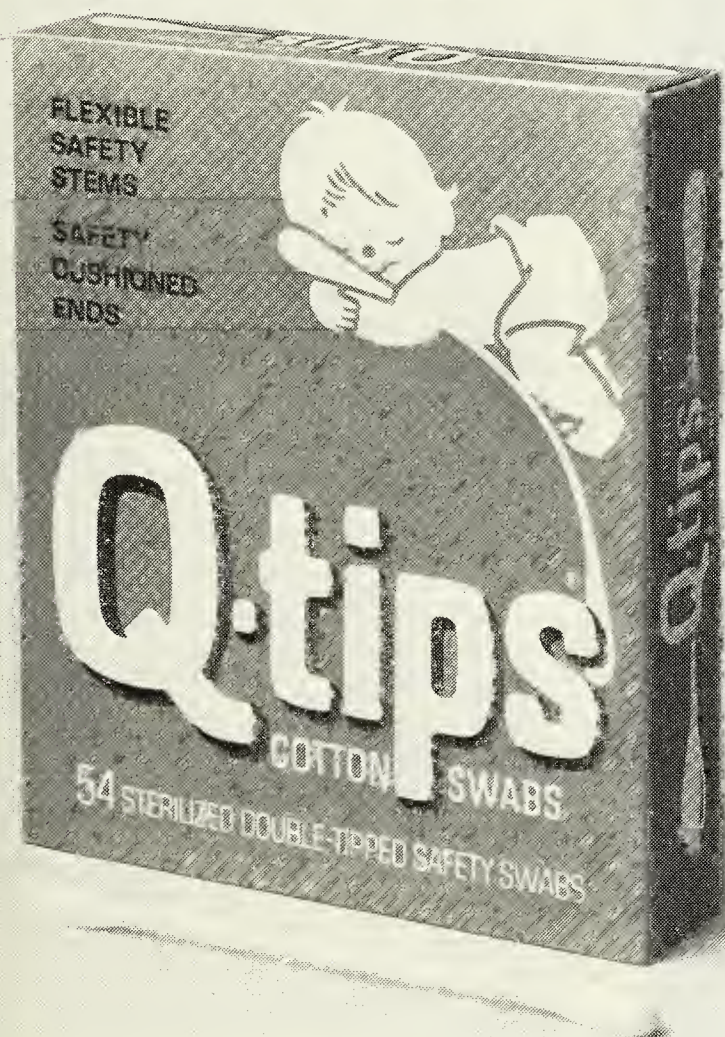
Every few weeks the company mails out a list of special offers. Mr Anthony Estrin estimates that chemists comprise 15 to 20

per cent of his customers. The public are not served and a careful check is made to ensure that customers are *bona fide* traders.

The sales area and check-out is housed on the ground floor, with easy access to a car park. Stock is housed on the two upper floors. Some 4,000 sq ft of sales area is available to visitors. A staff of 12-14 people is employed. The premises are open from 7.30 am to 5 pm, Monday to Friday, and on Sunday mornings.

Mr Estrin said that stock availability and low prices had even attracted retailers taking part in a Care promotion when they had been unable to obtain certain items from their usual Care franchised wholesalers.

With 700,000 births due this year, we suggest you stock the profitable cotton swab.



You make a lot more profit on Q-Tips® cotton swabs.

And what with a TV campaign, Baby Book advertising, sampling in the Multilink Baby Box, an autumn consumer promotion and year-round discounts, we're doing all we can to help you make that extra profit.

So start making it now. Fill in the order form, and we'll send you your profitable cotton swabs at once.

Q-Tips® cotton swabs Order Form

☐ 54's doz. ☐ 108's doz. ☐ 216's doz.

Your address _____

Your Wholesaler's address _____

To: Sales Operations Dept., Chesebrough-Pond's Ltd., Victoria Road, London, NW10 6NA. (Registered Office).

Q-Tips® is a registered trade mark of Chesebrough-Pond's Ltd.

Desogen[®] Bonus Offer

Parcel A 1 gross + 36 bonus	Parcel B 72 + 18 bonus	Parcel C 48 + 10 bonus
Outlay £12.96	£6.48	£4.32
Profit £11.34	£5.67	£3.51
Above prices exclude VAT		

Retail price 15p per box of 24 lozenges (inc.VAT)

Available immediately through your local representative

Each Desogen lozenge contains:
0.5 mg of (Dodecanoyl-N'-methylaminoethyl)-
(phenylcarbamylmethyl)-dimethylammonium
chloride

Geigy

Geigy Pharmaceuticals
Macclesfield
Cheshire SK10 2LY

Desogen
24
antiseptic
throat
lozenges

Letters

In defence of the negotiators

May I use your columns to come to the defence of a body which seems reluctant to defend itself, namely the Central NHS (Chemist Contractors) Committee? Week after week your correspondence columns are full of moans and groans all asking for new leadership (or for a change, last week, p 267, a Moses).

Your correspondents may be surprised to hear that the Central Committee consists almost entirely of individual contractors who face the same problems and difficulties as the rest of us each day. Also included are representatives of Boots and the Co-op. Their difference is that instead of writing ineffectual letters or worse still, copies of ineffectual letters, they get off their stools and at considerable financial sacrifice fight to get us all a better financial deal. Surely the recent activity does not have to be spelled out: massive claim for increase in remuneration, threat to withdraw oxygen from the Health Service, the contract subcommittee and so on.

Please do not think I believe that everything in the garden is rosy, but, as a pharmacist charged with the responsibility of looking after a number of other contractors' interest in a rural area, my many contacts with our Central Committee have given me a great deal of confidence and hope for the future. They think just like

we do, in fact they have usually thought before we have started thinking. The difference is that they have been given the phenomenal task of achieving a pharmaceutical utopia, and anything short of this will not satisfy your discontented correspondents. We have not read of many pharmacists going bankrupt lately, perhaps it would be interesting if these discontents were to preface their letters with a statement of their annual net profit.

Our major weakness is communication. With only 90 area committees it should be possible for each one to be visited at least once a year by a Central Committee member and an annual conference held. Whilst on this issue of communication I fail to understand why so many correspondents do not make use of their ACC secretary and get him to tackle the Central Committee on behalf of the whole area. A moaning letter of discontent from one contractor out of 10,000 sent to the Central Committee (or sent to your columns) is not going to change the course of history.

So, discontented contractors leave your malevolent pens on the dispensary bench, have faith and confidence in your Central Committee and use your area committee to fight your battles.

Graham Walker
Spalding, Lincs

No justice for the pharmacist

A man who used to visit his doctor every fortnight, and then come in to me next day with a prescription for a fortnight's supply of Atromid-S, this morning presented a prescription for 500 capsules, 125 days' supply. When I commented on this, he explained that his "old" doctor had retired. The "new" doctor had not examined him, but had merely said that he would see him in three months' time, and had given him a prescription for four months' supply of capsules.

My feeling of irresponsibility as I handed over such a large amount was only slightly mollified by the knowledge that I had no alternative.

More than ever I feel the absolute necessity of restricting the amount of medicine to be supplied on any prescription to a maximum of 28 days' supply. In how many other professions is one expected to do four jobs, and be paid for only one of them?

Recently representations were made to the Department of Health "that the maximum quantity of oral contraceptive tablets which may be prescribed against a single prescription on Form EC10/FP10 should

be limited to a maximum of three months' supply." Personally, I think that even that is too much, and that *nobody* — not even a non-expectant mum — ever needs to have more than one month's supply of *any* drug in hand at any one time, but we'll let that pass.

The reply from the Department indicated "that it was not prepared to impose any restriction on the freedom of doctors to use their clinical judgement when prescribing oral contraceptives. I am surprised that nobody seems to have recognised that remark for what it is — a magnificent example of muddled thinking!

There need be no incompatibility between a doctor's freedom (indeed his right) to prescribe whatever he thinks fit, and the limitation of the amount to be supplied against any one prescription to a maximum of 28 days' supply. All such a limitation would mean in practice is that the doctor who is irresponsible enough to prescribe three, six, or even twelve months' supply of any drugs (not only oral contraceptives) would be required to write three, six or even twelve separate prescriptions!

Or is that beyond the comprehension of the pundits at the Department of Health, and the capabilities of the doctors?

Is it also beyond their comprehension

that all the while unrestricted quantity prescribing is permitted, pharmacists are being required, several times every day, to do two, three, four or even more jobs at a time, and are getting paid for only one of them?

The Labour party which forms the present government, and which therefore controls the activities of the Department of Health, claims to be a party of social justice, but there is precious little justice in a situation like this.

Arthur G. Wells
Maidstone, Kent

PS The patient was not at all pleased at getting three months' supply of his capsules at once. He has just paid for a 12-month "season ticket", and feels that his money has been wasted!

Not so independent?

On returning from holiday it has taken me more than a little while to catch up with paperwork and reading of journals, etc. I was distressed to discover that the single candidate for whom I voted at the recent Pharmaceutical Society election, because I took him to be a proudly independent proprietor pharmacist, is in fact a member of a group of about 120 pharmacies.

I trust that the gentleman will have the honesty to resign. With our leaders under attack from allies we can well do without a fifth column from hidden multiples.

Andrew Bond
Glastonbury, Somerset

Fit for the job

Prompted by Mr M. Mcleans's letter (last week p 265) I did a survey of my own including some disinterested parties.

While all of the people questioned would allow someone without a degree in mechanics to diagnose a flat tyre and fit a spare wheel, none were keen on the idea of having their urgent prescriptions dispensed by other than a qualified pharmacist.

G. Ormay
Erith, Kent

Coming events

Thursday, September 5

Huddersfield Branch, Pharmaceutical Society. Spotted Cow Hotel, New Hey Road, Salendine Nook, Huddersfield, at 8 pm. Mr B. S. Parr on "The world of the sub-aqua diver".

Advance Information

Anglia region, Pharmaceutical Society. Two day course on "Modern developments in physiology", Caron's Hotel, Ware, Herts, September 20-22 (fee £5 for retail, £25 for hospital pharmacists). Details from Mr K. Raymond, School of Pharmacy, 29 Brunswick Square, London WC1N 1AX.

Royal Society of Health. September 24: "The prevention of suicide": Rev C. Varah (Samaritans' founder), Dr R. Fox, Central Hall, Westminster, 2 pm; October 2: One day conference "Stress in everyday life", Central Hall, Westminster.

International symposium on contamination control, including design and operations of clean rooms in the pharmaceutical industry, Institution of Electrical Engineers, Savoy Place, London WC2, September 23-26 (£44-£55). Details from Mr S. Black, 4 Harmsworth Way, London N20 8JU.

Cosmetics industry faces up to the threat of restrictive legislation

World governments were asked this week to avoid introducing excessive or unnecessarily-constraining cosmetics legislation "which frustrates initiative or worthy development."

In his chairman's opening address to the eighth congress of the International Federation of Societies of Cosmetic Chemists in London, Professor J. B. Wilkinson put most of the burden of control upon the cosmetic scientists themselves. "Our products are one of the most valuable social analgesics in these stressful times," he maintained. "We have a continued and increasing duty to serve the industry, and through it the public, with products and performance matching the promise of sustained quality over the years, and which result in no undue or unannounced hazard. We will not always succeed, but let us be certain that when we fail it is not due to any lack of effort or forethought."

Professor Wilkinson, who is head of Unilever research, nevertheless admitted the need for a minimum of controls,

though these would be no problem to the industry—they would protect the public and protect companies from any backlash resulting from the activities of others.

Earlier in his address Professor Wilkinson looked at the meaning to the consumer of the terms "safety" and "quality" (the themes of the congress). There were, he said, "emotional overtones" which often arose through ignorance. "Our task is to dispel ignorance and never to promote it. Safety is promoted by identifying the risks and either removing them or signposting them . . . It is the hazard of which the consumer is unaware, or which is unreasonable, that must be avoided and our safety programmes are heavily devoted to this approach."

Miss Anne E. Young, president of the Society of Cosmetic Chemists of Great Britain, had earlier welcomed over 1,000 delegates from 17 member societies of the Federation. It was the aim of such a gathering, she said, to reach agreement on the standards the cosmetic scientists would like to see adopted world-wide.

range programme for those ingredients identified as needing further testing. Suppliers should be encouraged to take an active role in these programmes. Such initiatives by the industry would, Dr Estrin believed, offer a viable alternative to the "excessive legislation" referred to by Professor Wilkinson.

'Positive listing' in Europe

In contrast to the USA situation, there were in Europe, 36 Governments and regulatory authorities with views ranging from *laissez-faire* to detailed intervention. Professor Russell Allen, Beecham Products Ltd, who is council chairman of the British Industrial Biological Research Association, said that there was nevertheless widespread acceptance in Europe of controls based in three elements:—

☐ Prohibition of manufacture or sale of products that may be a danger to health (this may be through Common Law or be spelt out in cosmetics legislation).

☐ A negative list of substances that must not be used (in the UK 7,000 substances were prohibited through poisons legislation).

☐ A positive list of substances that may be used only in specified concentrations (colourings, for example).

Barrier removed

The EEC cosmetics directive now before the Council of Ministers broadly followed those principles. Professor Allen's view was that this doctrine should cause few serious problems for the UK or European industry — indeed manufacturers should welcome something which reduced the multiplicity of laws that were a barrier to international trade.

However, there was growing pressure to develop the directive into a wholly "positive" list. The Economic and Social Committee and the European Parliament were pressing for speedy action and there was pressure also in the Council of Ministers with the backing of consumer organisations. According to reports, the Commission has given an undertaking that if the directive is adopted in its present form it will at once start work to prepare positive lists. Professor Allen understood there was a move to write this undertaking into the directive, with specified dates for the completion of work on various categories of ingredients, and that draft lists of preservatives and sunscreen agents had already been submitted to the Council of Ministers by one member Government.

In parallel, the Council of European Public Health Committee had established

Sixteen Bills 'alive' in US Congress

There are currently 16 Bills proposing restrictions on the cosmetics industry before the United States Congress, according to Dr N. F. Estrin, vice-president, science, of the American Cosmetic, Toiletries and Fragrance Association (CTFA). Although none had yet become law they were very much alive, and meanwhile the Food and Drug Administration had been far from complacent and regulations were flowing with "unsettling frequency".

Drug panels

The over-the-counter drug review deserved special mention, said Dr Estrin, and some of the "panels" had an obvious relationship with cosmetics — the antimicrobial, dentifrice, topical analgesic, sunscreen and anti-perspirant panels, for example — but the real importance of the panels was based on the assumption that ingredients found unsafe by an OTC panel for topically-applied medicines could not be used indiscriminately in a topically-applied cosmetic or toiletry.

The industry's answer was self-regulation and recently this had reached unprecedented intensity. The CTFA had more than 30 active committees and had proposed to FDA a voluntary programme requesting manufacturers to register their manufacturing establishments, as well as to send formulas and complaint data for processing by FDA.

To illustrate the legislative controls now

under consideration in Congress, Dr Estrin referred to Senator Eggleton's proposals for pre-market testing and submission of data to FDA — so extensive that by a conservative estimate it would take 30 years to complete for products now on the market, and cost 6.5 billion dollars — in contrast to annual manufacturers sales of 4.3 billion dollars in the USA. It was an "impossible" Bill, but had received overwhelming support from consumerists.

The FDA was also considering a review procedure for ingredients for listing as "reasonably expected as safe". This would involve a literature review, establishment of chemical specifications, and organisation of expert advisory committees to conduct safety reviews. The plans were highly tentative but would have wide-ranging implications for the industry.

Proud record

Dr Estrin concluded by asserting that the cosmetics industry was proud of its safety record, which was perhaps better than that of any other industry. The complaint rate was very low and overwhelmingly concerned with irritation and allergy rather than being of a serious nature as in many other industries.

However, now was the time for the industry to document what all knew was true — to assemble literature on specifications and on safety (preferably in trade associations for ease of dissemination and evaluation) and to develop a long-

a committee on the toxicity of cosmetics. Although there was no formal link between the Community and the Council of Europe, any list produced could form the basis for a revised directive and could also cover the eight States outside the EEC.

Professor Allen warned that it was pointless to ignore the strong tide of opinion in Europe towards positive listing, but he viewed the prospect "with apprehension". Pointing out that upwards of 13,000 ingredients were used, he maintained that the list would form a bar to progress unless there were effective and speedy machinery for change. He doubted the extent of protection for the consumer from unforeseen allergic reactions, believed that inclusion in the list could reveal to competitors the results of expensive research and thus discourage innovation, and finally he believed there was no evidence that public health requirements were not being met by the present system.

'Consider alternatives'

However, if Governments decided that the present system had to be overtly strengthened in the consumer interest, Professor Allen hoped all possible alternatives would be considered before there was an irrevocable commitment to positive listing.

Opening session speakers, left to right, Dr H. Egan (Government Chemist), Professor Allen, Miss Anne Young, Professor J. B. Wilkinson and Dr N. F. Estrin



Among the suggestions was a product licensing system under the Medicines Act, but he felt that that would be incompatible with the high rate of product introduction in the cosmetics industry. If positive listing came, the minimum the industry must demand was:—

1. Introduction in an orderly way having regard to legitimate commercial considerations.
2. Criteria of safety and use would have

to be reasonable and realistic.

3. It must be prepared with close collaboration between Government and industry—not by officials and academics working in isolation.

4. There must be proper provision for quick evaluation and approval of new compounds.

5. There must be proper provision for the protection of industrial property arising from investment and innovation.

BP Conference programme

The following is the programme of the British Pharmaceutical Conference meeting in Nottingham next week:—

Sunday, September 1

7.30 pm "Welcome to Nottingham."

Monday, September 2

9.45 am Opening ceremony, Nottingham Playhouse. Addresses president of the Pharmaceutical Society and Professor Sir Eric Scowen, chairman Committee on Safety of Medicines.

11 am Scientific address: "The influence of chromatography on the purity of medicines" C. A. Johnson, chairman, Conference Science Committee.

2.15 pm Science award lecture: "Colloid science in pharmaceutical research" Dr B. W. Barry.

3.20 pm Science session.

8 pm Civic reception: County Hall, West Bridgford, Nottingham.

Tuesday, September 3

9.15 am Science sessions.

9.30 am Professional session: "Current pharmaceutical juxtaposition in the USA" Dr W. S. Apple, executive director, American Pharmaceutical Association.

2 pm History of pharmacy session: "Some aspects of Nottingham's pharmaceutical history" Emeritus Professor G. E. Trease; "The company chemist—an historical perspective" Dr Stanley Chapman.

2.15 pm Science sessions

5.15 pm Science group meeting

8 pm Academic reception

Wednesday, September 4

9.15 am Science sessions.

9.30 am Professional sessions:— sec-

tional meeting. Hospital and industrial: "The implications for hospital pharmacy departments of the guide to good manufacturing practice". R. Baker, Miss M. C. Roberts, J. W. Stafford. General practice: "The pharmacist, the general medical practitioner and the patient—the pharmacists' role as a link between doctor and patient" Dr P. A. Parish.

2.15 pm Demonstration session: exhibition of practical aspects of problems in pharmacy and pharmacology.

2.15 pm Scientific discussion forums: "Preservation of formulated products" G. Sykes, Professor D. A. Norton, H. McG. Scott; "Control of pharmaceutical

packaging" J. E. Pentelow, R. I. Felix, D. W. C. Peacock.

7.45 pm Conference banquet, Albany Hotel, principal guests Sir Alan Marre, Health Service Commissioner, Lord Redmayne.

Thursday, September 5

10 am Conference lecture "Drugs in Fashion" Dr A. S. V. Burgen.

1.30 pm Conference excursion to Burghley House, Stamford, Lincs.

8.30 pm Conference club.

Friday, September 6

9.15 am Symposium "The design of medicines for oral administration" Dr A. T. Florence, Dr J. E. Rees, Professor P. Turner.

2.30 pm Closing session.

8 pm Ball, Sherwood Rooms.

Books

The 'Practising Chemists'

R. C. Churnside and J. H. Hamence.

The Society for Analytical Chemistry, 9 Savile Row, London W1X 1AF
10 x 6¼. Pp XVI & 225 £3.00.

As part of its centenary celebrations the Society for Analytical Chemistry have published a history of events and people connected with the analytical chemistry in the past century. The authors who were commissioned for the work are both past presidents of its Society. The story begins with an account of the Society's origins and biographies of its founders and some of the early members. There is an account of the discussions that led to the Society's changes of name and its objectives and to the

formation of its groups. The book concludes with proposals that its council and members may have to consider during the second century of its life.

The authors have necessarily leaned heavily on *The Analyst* for facts in the early years before and since its acquisition by the Society. An early protagonist of "womens lib", a Mrs Dr Hoggan is reported in 1879 to have written "There are female pharmacists so why not female analysts?" This was followed by the comment "We are liberal enough to say that we would welcome to our ranks any lady who had the courage to brave several years' training in a laboratory, but when Mrs Hoggan proceeds to talk of women microscopists setting up as 'housekeeper detectives' and going from house to house examining food . . . we fancy the power of nonsense can no further go."

Company News

Sangers' chairman on future trading

Turnover of Sangers Ltd for the first five months of the financial year has increased by 13.4 per cent, the chairman, Mr H. Nicholson, told the annual meeting last week. He added: "It cannot be emphasised too often that our main expenditure is salaries and wages and transport expenses. We have had threshold agreement payments to make during this year as well as suffering the full brunt of petrol and oil prices since last Autumn. As against this we have, of course, an increased source of income, because as price rises are authorised we get our normal percentage profit on the increased prices. However, we always suffer from a time lag.

"Taking all this into account, I cannot be too optimistic about the immediate future. Nevertheless, I believe we will do at least as well as other companies in our industry. Positive steps have been taken to minimise the impact of the very difficult trading conditions which all companies are now experiencing. In this connection we have recently strengthened our board and initiated a reorganisation of structure of the company, which we believe will significantly enhance the effectiveness of our management."

Roche deny German cartel office charges

The Federal Cartel Office in Berlin began its public hearing of Hoffmann La Roche's West German subsidiary last week. The pharmaceutical company are "strongly suspected" by the cartel controllers of having a "dominating market position" for its tranquilisers Valium and Librium and charging excessive prices.

The chairman of the session announced that his agency had also launched proceedings against three other West German pharmaceutical companies for misusing their market domination in tranquilisers. They are: Dr Karl Thomae, Wyeth-Pharma, and Heinrich Mack Nachfolger.

The charges made by the Bureau were categorically denied at the Berlin hearing by Dr Klaus Dietrich, chairman of the group's German subsidiary, F. Hoffmann La Roche.

In the first quarter of this year, he said, the company's investigations had shown an actual market share of only 10.5 per cent for Valium and 2.4 per cent for Librium. At the same time, competition from new products had led to a marked fall in the market share in recent years.

The company had been unable to increase its prices despite rising costs and a growing market. In view of inflation, this was tantamount to a real price reduction.

Dr Dietrich also denied that Roche had abused its market position and charged

exaggerated prices for the two products, he rejected the argument that this was proved by the fact that the tranquilisers earned more than double the average profits of comparable German producers, such as Hoechst. He objected to the isolation of individual products from the entire product range and claimed it was inadmissible for return on turnover to be used instead of return on capital. The bureau's calculations also contained "considerable important mathematical errors," he said.

Bayer AG's exports were 60 per cent of total sales

Sales, exports and profits of Bayer AG, Leverkusen, Germany, continued to improve in the first half of the year.

At Dm353m pre-tax profit on world-wide sales increased by almost one-third on the comparable period in 1973. The after-tax profit of the parent company rose by 22 per cent to Dm210m.

The world-wide turnover at Dm9,561m in the first half-year was up by 32 per cent on the same period in 1973. The parent company's total sales (up 33 per cent) amounted to Dm5,102m with exports approaching 60 per cent of the total. Within the total sales, Bayer's business outside Germany grew at almost twice the rate in the half-year than its home sales—by 40.6 per cent compared with 22.8 per cent.

The parent company intends to make capital investments amounting to around Dm800m this year.

Makro to consolidate

Mr J. M. Lowe has been appointed UK marketing manager and a member of the senior executive committee of Makro Self-Service Wholesalers Ltd. This is a new appointment, coinciding with a period of consolidation for the company, having completed their initial programme of development with the opening of four units within ten months, and an investment of £6m. Mr Lowe said: "We are now going to pause for a bit and concentrate on building up our existing centres, but nevertheless keeping a long-term eye on future development possibilities. Central to our marketing effort, will be our basic policy of offering an increasingly wide range of products and a further extension of our own brand range."

Rentokil's first-half

Rentokil Group Ltd increased their turnover in the first-six months of the year to £16.03m from £12.89m in the first-half of 1973. Profit, before tax, however, rose by only £300,000 to £2.9m. The board

states that while prospects for overseas operations in the second half are very good, home activities will be affected by the economic climate. Interim dividend is up from 10.95 per cent in 1973 to 11.49 per cent.

Briefly

Dreamland Electrical Appliances Ltd: Profits in the first half of the year have fallen from £190,500 to £103,700 subject to tax of £54,000 against £58,000. Net interim dividend is 6.5 per cent (6.0 per cent). Provided further cost increases can be contained the directors say the year's profit will be satisfactory.

Gnome Photographic Products Ltd propose to offer shareholders the opportunity to receive the major part of the 1974 dividend in shares. If the necessary resolutions are passed, holders will be entitled to elect for 0.1p of the dividend to be paid in cash and the balance in shares.

Klöckner-Ferromatik (UK) Ltd, Millers Road, Lock Lane, Warwick, is to take over the sales and service in the United Kingdom of the Wolkogon range of packaging machinery, much of which is used in the pharmaceutical industry. This follows an agreement between Klöckner-Ferromatik's parent company, Klöckner-Werke AG, and IKWA, concerning the future of Hassia Verpackung AG, who manufacture the Wolkogon range at Sennestadt, Germany.

Appointments

C. E. King Ltd: Mr Keith F. Barnard has been appointed export marketing manager.

Concept Pharmaceuticals Ltd: Mr J. R. Robelin has taken over as managing director in addition to his position of chairman, pending the appointment of a new managing director.

Yardley: Paul Gervis, BA, has been appointed regional director for Latin America, Yardley International Ltd. He will be responsible for all Yardley interests in Mexico, Central America, South America and the Caribbean.

Office of Health Economics: David Taylor has been appointed deputy director succeeding William Laing who is returning to University. Mr Taylor, a sociologist, has been with OHE since 1972. Nicholas Wells has joined OHE as second economist.

Dr G. R. Serjeant has been appointed director of the Medical Research Council's Epidemiology Unit in Jamaica following the resignation of Dr A. Davies, who resigned recently to join the World Health Organisation in Geneva. Dr Serjeant is a senior member of the Unit's staff.

Bristol Laboratories: Mr A. Blears, formerly field co-ordinator, ethical division, has taken up a new appointment as acting regional manager and Mr J. Moore, previously teaching hospitals representative, has been promoted to sales administration manager. Mr P. Barton has joined Bristol-Myers' products division as a product manager at the company's Ruislip offices.

Market News

HONEY PRICES EASE

London, August 28: The very high prices that have been quoted for honey over the last year or so have now begun to ease. Suddenly everyone is offering supplies and buyers, true to form in a falling market, are not interested. Germany although a big user in the domestic market, has a large surfeit on offer. Nearer the end of the year buyers in Britain may start replenishing their supplies since the import duty on Commonwealth honey will go up from 10.8 per cent to 16.2 per cent on January 1, 1975. The total duty, however, will still be less than that imposed on non-Commonwealth imports.

In crude drugs, balsam prices continue to firm; copaiba was up £0.10 per kg and Peru by £1.00. Also dearer were gentian root and Brazilian menthol. Brazilian shippers of menthol continue to quote higher prices than second-hand sellers.

In essential oils, bois de rose and Brazilian peppermint were firmer while easier were camphor white, eucalyptus, lemongrass and spearmint.

The volume of trading was minimal during the week because of the bank holiday.

Pharmaceutical chemicals

Acetic acid: 12-ton lots delivered, per metric ton, BPC glacial from £94; 99.5 per cent technical £87; 80 per cent grades pure £82.50; technical £75.
Acetomenaphthone: 100-kg lots £0.64½ kg.
Adrenaline: (per g) 1-kg lots synthetic £0.25 g; acid tartrate £0.20 g.
Alcohol: Synthetic ethanol, £ per proof gal:

Gal	PBS 95%	Absolute 99.5%
2,500 (bulk)	0.3130	0.3250
900 (drums)	0.3400	0.3520
	DRS 96%	DRAA 99.9%
2,500 (bulk)	0.3798	0.3918
900 (drums)	0.4070	0.4190

Aloin: 50-kg lots £12.90 kg.
Ascorbic acid: £6.00 kg; 5-kg £5.00 kg; sodium ascorbate, plus 8p; silicone-coated, plus 25p kg.
Atropine: (per kg for ½-kg lots) Alkaloid £85.00; methonitrate £95.00; methylbromide £83.50; sulphate £66.50.
Bacitracin zinc: £3.10 per mu.
Bismuth salts: £ per kg.

	under 50-kg	50-kg	250-kg
carbonate	9.18	8.95	8.90
salicylate	7.68	7.45	—
subgallate	8.13	7.90	—
subnitrate	8.33	8.10	8.05

Borax: BP grades, 2-4 ton lots per metric ton, in paper bags delivered—granular £95; crystals £126; powder £103; extra fine powder £108. Technical grades less £26 per ton for British materials; less £10 for imported.

Boric acid: BP grade per metric ton in 2-4 ton lots—granular £127; crystals £178; powder £103; extra-fine powder £108 in paper bags, carriage paid. Technical is £26 per 1,000 kg less than BP grades for British material; less £10 for imported.

Brucine: Sulphate £25.00 kg.
Caffeine: Anhydrous £3.19 kg in 100-kg lots; citrate £2.09 kg (50-kg lots).
Calciferol: £450 per kg.
Calcium carbonate: BP light £70.00 per 1,000 kg.
Calcium pantothenate: £5.50 kg; £4.00 kg.
Calcium sodium lactate: £0.709 kg in 250-kg lots.
Carotene: Suspension 20 per cent £28.50 kg.
Cantharidin: 100 g lots £0.75 per g.
Chloral hydrate: 50-kg lots £1.00 kg.
Chloramphenicol palmitate: £40.00 per kg.
Citric acid: Spot BP granular hydrous per metric ton for single deliveries from £425 to £554 according to maker. Anhydrous from £456 to £595.

Cyanocobalamin: £3 per g.
Deltacortisone: £450 per kg.
Dexpanthenol: £10 kg; £8.50 kg.
Digoxin: £2.85 per g.
Ephedrine: Alkaloid £18.30 kg in 25-kg lots; hydrochloride £15.50; sulphate £17.00.
Ferrous fumarate: £1.50 kg for 50-kg lots.
Ferrous gluconate: £1.120 metric ton delivered.
Gallic acid: 1,000-kg £1.68 kg.
Homatropine: Hydrobromide £56.00 kg; methylbromide £58.00 kg in ½-kg lots.
Hyoscine hydrobromide: £375.50 kg.
Hyoscyamine sulphate: 100-g lots £82.00 kg.
Hydroxocobalamin: £3.50 per g.
Iodides: £ per kg.

	under 50-kg	50-kg	250-kg
Potassium*	2.58	2.45	2.43
Sodium	3.26	3.13	—

*For crystals and granules. Powder plus £0.11 kg.
Methylated spirits: In 2,500 bulk gal (and in 20 x 45 gal drums) per bulk gal — IMS 66/op £0.5553 (£0.5980). Perfumery grade 68/op £0.5945 (£0.6395). Mineralised 64/op £0.5670 (£0.6120).
Methyltestosterone: £220 kg.
Neomycin sulphate: £42 kg.
Nicotinamide: (per kg) £4.00; 5-kg £3.00.
Nicotinic acid: (per kg) 1-kg £3.80; £2.80 in 5-kg lots.
Norethynodrel: £190 kg.
Paracetamol: Scarce. Nominal rates per metric ton, in 10-ton lots, £1670; 5-ton £1,620; 1-ton £1,670.
Penicillin: Potassium, sodium or procaine, sterile, £14.50 per 1,000 Mu.
Pholcodine: 1-kg £240.90; 60-kg £218.60 per kg. Subject to Misuse of Drugs Regulations.
Phosphoric acid: BP, sg 1.750, £0.2207 kg in 10-drum lots.
Polymyxin B sulphate: £62.50 per 100 mu.
Potassium acid tartrate: BPC from £950 metric ton delivered in bags.
Potassium citrate: Granular £461-£624 per metric ton as to source; powder plus £10 ton.
Potassium hydroxide: Pellets BP 1963 in 50 kg lots, £0.84 kg; sticks £2.90; technical flake.
Potassium phosphate: BPC 1949 in 50 kg lots, granular £0.9316 kg; powder £0.8012.
Progesterone: £120 per kg.
Pyridoxine: £13.75 kg; £12.75 kg in 5-kg lots.
Pyrogallol acid: Pure 500-kg lots £4.92 kg.
Riboflavin: £19.00 kg; 5-kg lots £18.00 kg.
Sodium pantothenate: (kg) £7.50; 5-kg £6.50.
Streptomycin: £18.00 kg base, dihydrostreptomycin £18.50 kg base.
Tannic acid: 500-kg fluffy £1.53 kg; powder £1.50.
Tartaric acid: Spanish £1.345 per metric ton.
Testosterone: £200 kg; propionate £230 kg.
Theophylline: Hydrate and anhydrous £3.21 kg in 100-kg lots — ethylenediamine (aminophylline) £3.36 kg (50-kg).
Thiamine hydrochloride: £9.20 kg; 5-kg £8.20 kg; mononitrate £9.70 and £8.70 respectively.
L-Thyroxine: £1.25 per kg.
L-Trilodthyronine sodium: £2.50 per g.
Vitamin A: Oily 1 million iu per g £7.60 kg per 5-kg; dried acetate 325,000 iu per g, £6.10 per 500,000 iu £7.25—both in 5-kg lots.
Vitamin D: Powder for tableting 850,000 iu per g £25.00 kg; £24.00 kg.
Vitamin E: (per kg) 25 per cent (gel) £10.58; 50 per cent powder £8.50, acetate £12 kg; £11 for 5-kg lots.

Crude drugs

Aconite: Spot nominal; £1,300 metric ton, cif.
Agar: Spanish nominally £6.15 kg.
Aloes: Cape £1,300 metric ton, spot, Curacao £1,450 spot.
Balsams: (kg) Canada: Unobtainable. **Copaiba:** BPC £2.95 spot; £2.90 cif. Peru: £9.75 spot nominal; £9.60 cif. **Tolu:** £3.80 spot; £3.70 cif.
Bay leaves: No offer.
Belladonna: (metric ton) Herb £425 spot; no cif. Leaves £800, cif. Root £400-£500 spot.
Benzoine: BPC £65.00 cwt spot; £63-£64.00, cif.
Buchu: Rounds £3.00 spot and cif.
Camphor: Powder £5.80 kg, cif.
Cardamoms: (per lb cif) Alleppy greens No. 1 £2.00; prime seeds £1.60.
Cascara: £660 metric ton afloat.
Cassia: lignea broken £950 metric ton, cif.
Cherry bark: Spot £540 metric ton; £525, cif.
Chillies: Nigerian futua £375 ton spot.
Cinnamon: (cif) Bark, £460 ton, quills, four O's £0.40 lb.
Cloves: (Per ton, cif)—Ceylon £2,700; Madagascar £2,450, Zanzibar £2,450 nominal.
Cochineal: Spot. Peruvian silver-grey £15.00 kg; Tenerife black £18.00 both nominal.
Colocynth pulp: Spot, £720 metric ton.
Dandelion: Spot nominal. Forward £820 metric ton, cif, Oct-Dec.
Gentian: Root £2.00 kg spot; £1.95, cif.
Ginger: (ton cif) Cochinchina £525, Sierra Leone unquoted; Jamaican No. 3 £895. Nigerian split £570 (£600 spot).
Gums: Acacia and tragacanth nominal. Karaya faq £25.50 cwt, cif.
Henbane: Niger £1,350 metric ton; £1,200 cif.
Honey: (per ton in 6-cwt drums ex-warehouse) Australian light amber £500, medium £490, Canadian £585, Mexican £470.
Hydrastis: £9.35 kg spot; £9.25 cif.

Ipecacuanha: (kg) Costa Rica £3.60 spot; £3.30, cif. Matto Grosso spot nominal £9.00, shipment £9.50 nominal, Colombian £5.30; £5.15 cif.
Jalap: Mexican whole tubers £2,000 metric ton spot; £1,950 cif. Brazilian old-crop £550 spot.
Kola nuts: W. African £150 metric ton, £135, cif.
Lanolin: 1,000 kg lots BP grades from £657; cosmetic £726; technical £620.
Lemon peel: £820 metric ton spot; £800 cif.
Liquorice root: (metric ton) Chinese £240, cif Sept.-Oct. shipment Iranian £180 cif.
Lobelia: European £1.10 kg, cif; American, coarse powder, £470 metric ton.
Lycopodium: Indian £4.50 kg. Canadian £4.90.
Mace: Grenada No. 1 £3,030 long ton fob.
Menthol: Brazilian £21.00 kg spot and cif. Chinese £28.25 spot and afloat.
Nutmeg: (ton, cif) East India 80s £1,750; 110's £1,650; bwp £1,320. Grenada 80's £1,512 fob; defectives £1,344.
Nux vomica: £10 metric ton spot; £130 cif.
Pepper: (ton) Sarawak black £720 spot; £705, cif; white £910 cif.
Pimento: (ton) Shipment \$(Jamaican) 2,500 fob.
Podophyllum: Emodi (metric ton) £470, spot; £450, cif.
Quillaia: £1,350 metric ton spot; £1,300, cif.
Rhubarb: Chinese rounds 60% pinky £1.45 kg.
Saffron: Mancha superior £88.00 lb.
Sarsaparilla: £1.25 kg spot.
Seeds: (ton) Anise: China Star unselected £955, cif. Caraway: Dutch £365, cif; Celery: Indian £430, cif. Coriander: Moroccan £95.00, cif. Cumin: £615, cif. Dill: Chinese for shipment £210; Indian £220, cif. Fennel: £335-£400 cif. Fenugreek: £160, cif. Mustard: £320-£340 spot.
Senega: No spot; shipment £650 kg cif nominal.
Senna: Alexandrian and Tinnevely pods and leaves nominal.
Squill: White unobtainable.
Stryx: £2.65 kg spot; shipment £2.60, cif.
Tonquin beans: £1.40 spot; no cif.
Turmeric: Madras finger £290 ton, cif.
Valerian: Indian rootlets £250 metric ton spot; new-crop root £600, cif.
Waxes: Bees' nominal. **Candellila** £630 metric ton, cif. **Carnauba** fatty krey £1,975 spot; £1,875, cif, prime yellow £2,100; £2,000, cif. ...
Witchhazel leaves: Spot £1.85 kg; £1.80 cif.

Essential and expressed oils

Almond: Drum lots £1.45 kg.
Amber: Rectified £0.45 kg spot.
Anise: £24.60 to £28.00 kg spot.
Bay: West Indian about £15.00 kg.
Bergamot: From £14.00 kg as to grade.
Bois de rose: Shipment £7.00 kg, cif.
Buchu: English distilled £270 kg.
Cade: Spanish £1.20 kg spot.
Cajuput: £4.00 kg on spot.
Camphor white: £2.75 afloat; £2.50 cif.
Cananga: Java £14.00 kg spot.
Caraway: Imported £21.00 kg.
Cardamom: English distilled £100 kg.
Cassia: Chinese £21.00 kg spot and cif.
Cedarwood: £11.90 kg spot and cif.
Celery: English £38.00 kg.
Cinnamon: Ceylon leaf £4.10 spot and cif. English distilled bark £130 kg.
Citronella: Ceylon £3.75 kg spot and cif.
Clove: Madagascar leaf about £3.90 kg, cif.
Cod-liver: BP in 45 gal lots £1.48 gal; veterinary £0.80-£0.85.
Coriander: £14.50 kg spot.
Cubeb: English distilled £20.00 kg.
Dill: Scarce at £16.00 kg nominal.
Eucalyptus: Chinese £8.20 kg spot; £8.00 afloat for 80-85 per cent.
Fennel: Spanish nominal.
Geranium: (kg) Bourbon £26.50 kg spot.
Ginger: English distilled £70.00 kg.
Juniper: English distilled £70.00 kg; imported unobtainable.
Lavender: French £18.50 kg spot.
Lavender spike: £13.00 kg spot.
Lemon: Sicilian best grades from £10.00 kg spot.
Lemongrass: Forward £3.40 kg, cif.
Lime: West Indian £7.25 kg spot.
Mandarin: £7.50 kg.
Nutmeg: (per kg) English distilled from West Indian £25.00; from E. Indian £27.00.
Olive: Spot £1,040-£1,050 metric ton duty paid.
Palmarosa: £11.00 kg spot and cif.
Patchouli: £7.50 kg spot and cif.
Pennyroyal: To arrive £5.50 kg.
Pepper: English distilled ex black £65.00 kg.
Peppermint: (kg) Arvensis, Brazilian £8.50 spot cif. Chinese spot and shipment £14.50. American piperata from £16.00.
Petitgrain: £9.75 kg, cif.
Pine: (kg) Pumillonis £1.75; sylvestris £0.51.
Rosemary: Firm at £6.50 kg spot.
Sage: Spanish £8.90 kg spot.
Sandalwood: Mysore spot offered at £90.00 kg.
Sassafras: Chinese £3.75 kg; Brazilian £2.30 spot.
Spearmint: Chinese £6.50 kg spot; cif not quoted.
Thyme: Red 65/70% £9.00 kg.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press but it should be noted that in the present state of the markets quotations change frequently.

Vitamin E 'did not improve oxygen uptake'

Vitamin E does not improve the oxygen transport system of active individuals, according to doctors at the University of Toronto, Canada.

In a recent *The Lancet*, they report a trial in which the effect of the vitamin on the performance of ice hockey players was studied. Twenty players were matched in pairs according to their maximum oxygen uptakes; one of the pair took 1,200 iu vitamin E daily for 50 days, the other a placebo.

The authors say the maximum oxygen consumption of both groups improved and there was no significant difference between them.

Antimalarials: which to take and when

Malaria prophylactics should ideally be started one week before exposure and continued for one month after leaving the endemic area, says the latest *Drug and Therapeutics Bulletin*.

The bulletin recommends a daily dose of proguanil, as many people find it easier to remember to take prophylactic tablets daily rather than weekly. Proguanil has the advantage over pyrimethamine that it is less toxic and unpalatable so risks of accidental poisoning in children are reduced. But pyrimethamine is as effective and need only be taken weekly. Where

plasmodia are resistant to these drugs, chloroquine or amodiaquine are recommended, and pyrimethamine with dapsone reserved for strains likely to be resistant to all four drugs.

The bulletin quotes the Liverpool School of Tropical Medicine (051-709 7611) or the London School of Hygiene and Tropical Medicine (01-636 8636) as giving information on the geographical distribution of drug-resistant organisms.

Anti-trust laws violated by antibiotics makers

Following a five-month trial in the US a court has decided that the evidence given did not support the claims of the State of North Carolina that five pharmaceutical companies had violated the antitrust laws in connection with tetracycline and other broad spectrum antibiotics sold by the companies in the period 1953-1966.

The state's class suit for damages on behalf of government departments and consumers in North Carolina was against American Cyanamid Co, Pfizer Inc, Bristol-Myers Co, Squibb Corporation and the Upjohn Co.

In dismissing all the charges the judge found that the facts did not establish any unlawful conduct by the defendants. He found that the facts were consistent with lawful competitive activity. Last year the Federal Court in New York acquitted Cyanamid, Pfizer and Bristol-Myers of similar charges in a criminal suit brought by the Federal Government.

Call for greater care in use of carbenoxolone

Carbenoxolone should be prescribed with caution and under careful supervision, say doctors at the University Hospital of Wales, Heath Park, Cardiff.

Writing in a recent *British Medical Journal* they point out that although the drug is effective in the treatment of gastric ulceration, side effects such as sodium retention and hypokalaemia are common, particularly in the elderly, and patients with renal, cardiovascular and hepatic disease.

The doctors describe eight patients with serious side effects such as malignant hypertension with retinal damage, ventricular failure and general weakness, some of which were unrecognised for some time because of inadequate follow-up or because clinicians were unfamiliar with the effects. Four of the patients were over 60 and three were receiving a diuretic for cardiac failure.

Complications

The authors say that younger patients with no apparent contraindication to treatment may develop severe complications and point out the danger of hypokalaemia in patients taking digoxin. "A clear demonstration of a benign gastric ulcer is probably the only indication for using the drug."

Warnings about possible electrolyte disturbances are given on manufacturer's data sheets for carbenoxolone.

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